

# GRAIN DEALERS' JOURNAL

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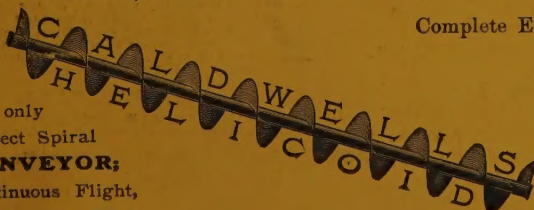
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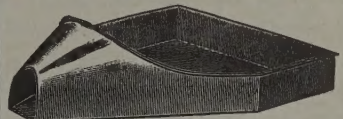
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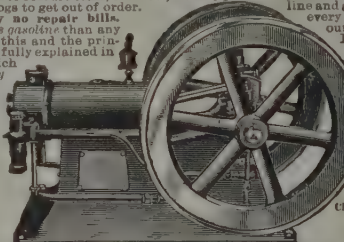
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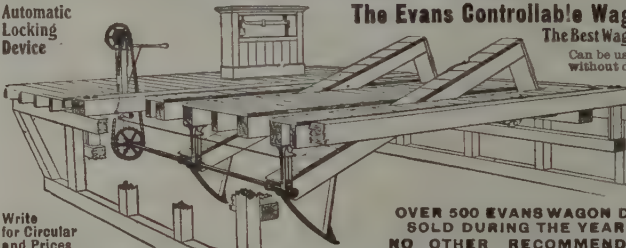
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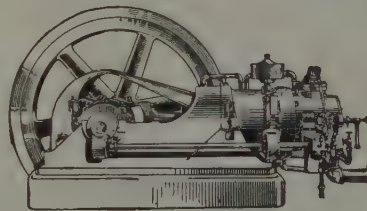
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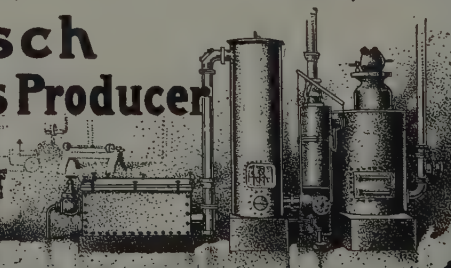
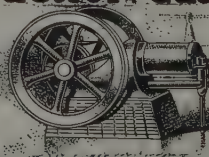
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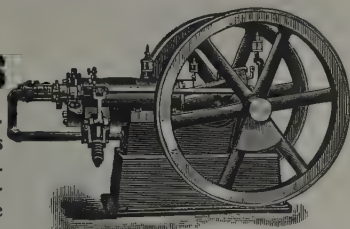


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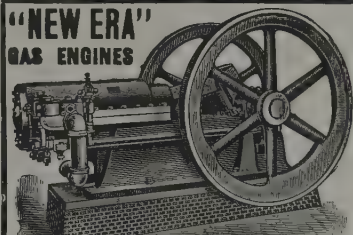
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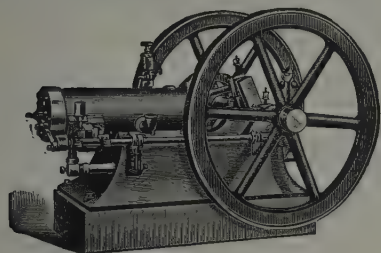


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**Bought in 1895—Been Running Constantly**

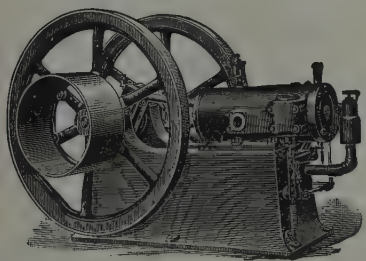
The Naugatuck News, Naugatuck, Conn., writing for supplies, incidentally remarks: "The engine has been a fine one, in fact the best investment we ever made." Surely a splendid tribute to pay to a piece of machinery. "Otto" design, "Otto" materials and "Otto" workmanship combine to make "Otto" excellence. "Otto" engines can never be "cheap" yet are always the CHEAPEST.



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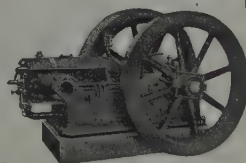
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255 La Salle St., Chicago.



am satisfied that the loader has bettered the appearance of the poor oats we had last year nearly enough to pay for it.

In the last issue we mentioned two advantages of our stationary loaders. Another is that it does not get broken when a car bumps into the one which is being loaded, and we have sold a number to replace others which were broken in this way. Watch this space for additional reasons and write us to send you a loader on trial.

**MAROA MFG. CO., Maroa, Ill.**

### BOSS CAR LOADERS IMPROVE GRAIN

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Maroa Mfg. Co.

Dear Sirs:—I have used one of your car loaders nearly a year loading both oats and corn. It loads both clear to the roof and and back of car without shoveling. I and back of car without shoveling. I Yours truly, H. G. KING.

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will not crack the grain. It is the product of years of experience coupled with careful thought and study. Sent on 30 days trial upon request. Tight and loose loose pulleys on loader. Send for circulars to



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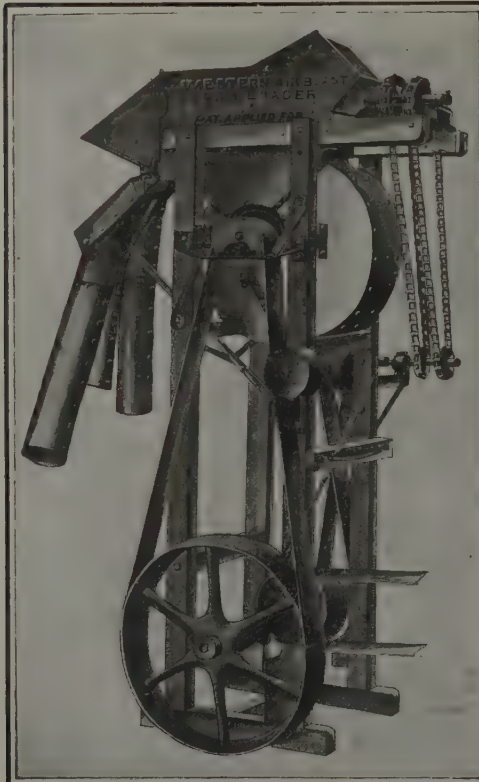
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This machine has been given practical tests and it has been proven that it is the best machine for loading any kind of grain.

We have testimonials from practical men who are now using this machine, let us send them to you.

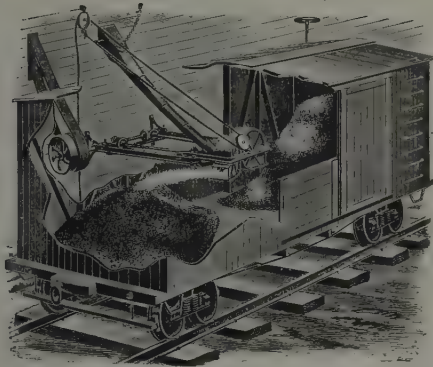
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Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

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Is designed to afford ready reference to the entry or record of any car number. Its facing pages are ruled into five columns, those on the left hand page being numbered 0, 1, 2, 3 and 4; while columns on the right hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings; "Initial," "Car No.," and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure or 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

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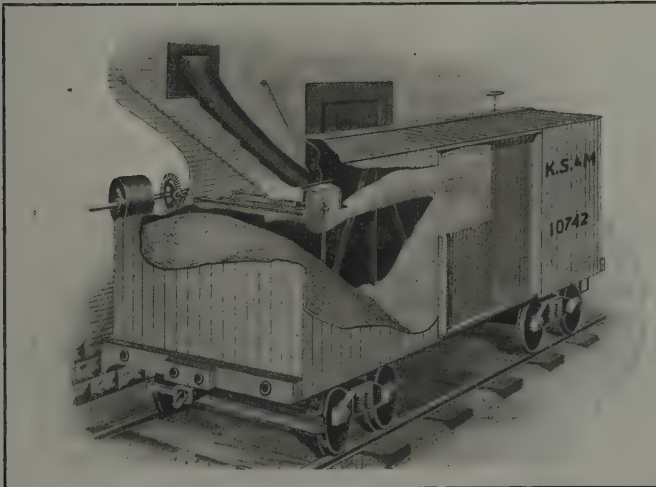
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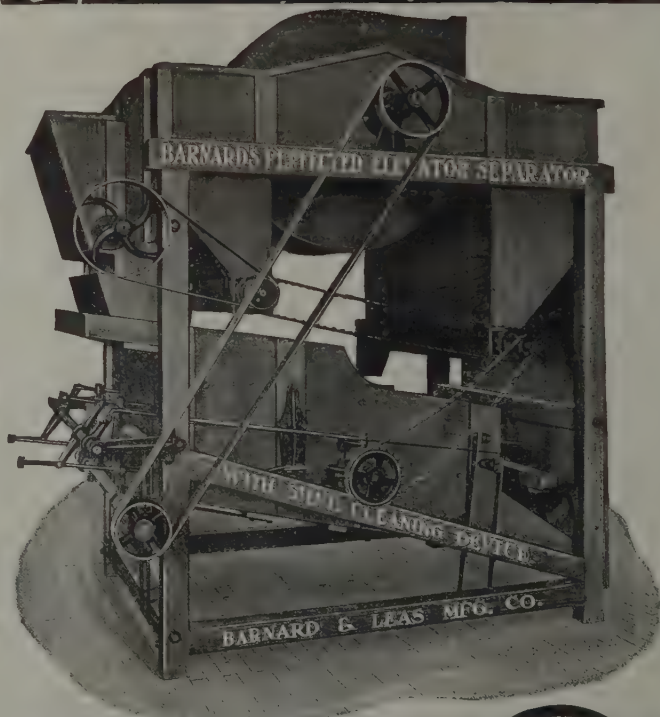
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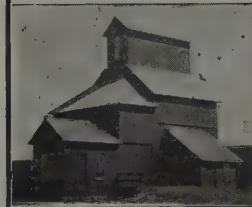
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We have sold hundreds of these elevators to well pleased Grain Elevator Men. They can be erected in new or old buildings at small expense.

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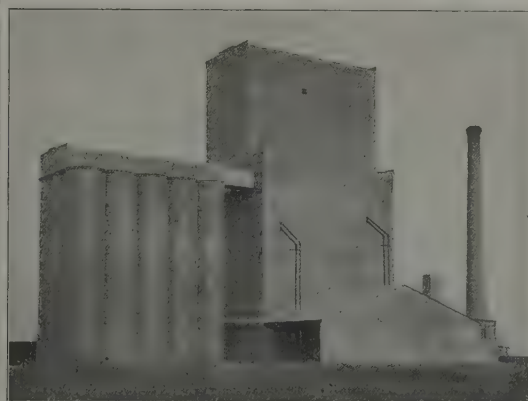
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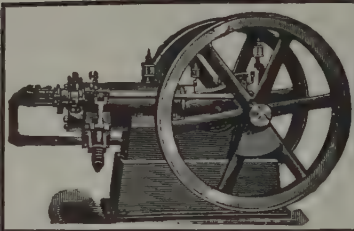
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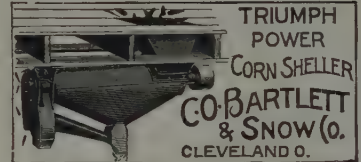
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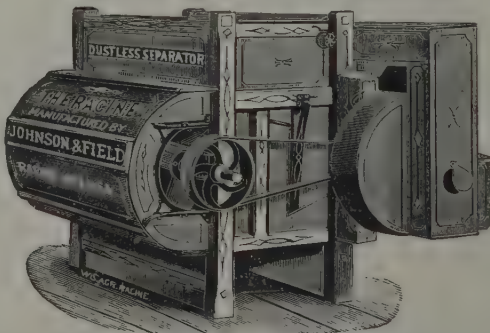
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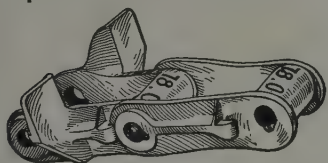
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The Strongest in the United States  
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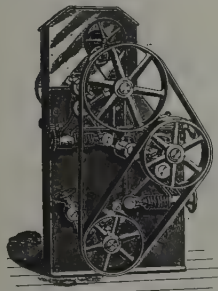
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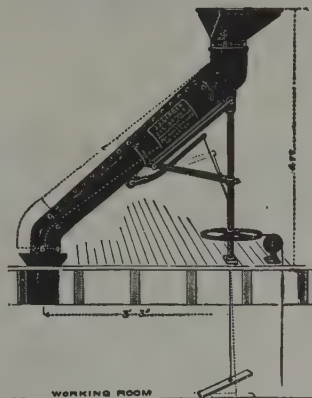
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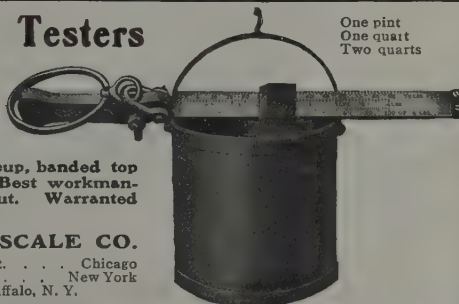
- 1st The number of pounds a sample will weigh to the bushel
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Heavy brass cup, banded top  
and bottom. Best workman-  
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One pint  
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Two quarts

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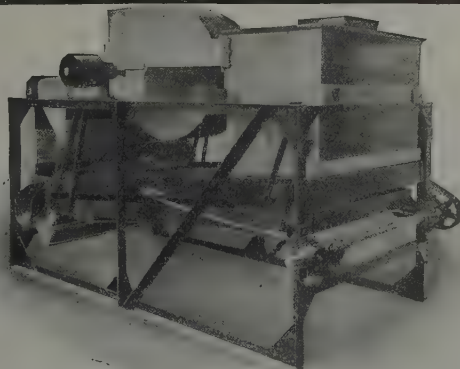
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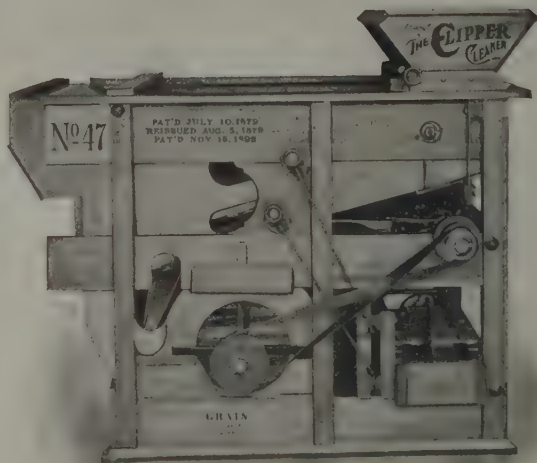
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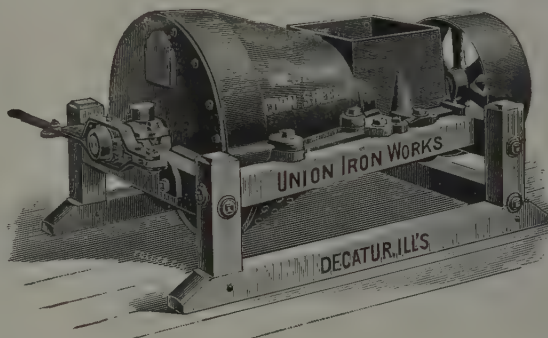


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WE MAKE A SPECIALTY OF

## **Elevator Machinery**

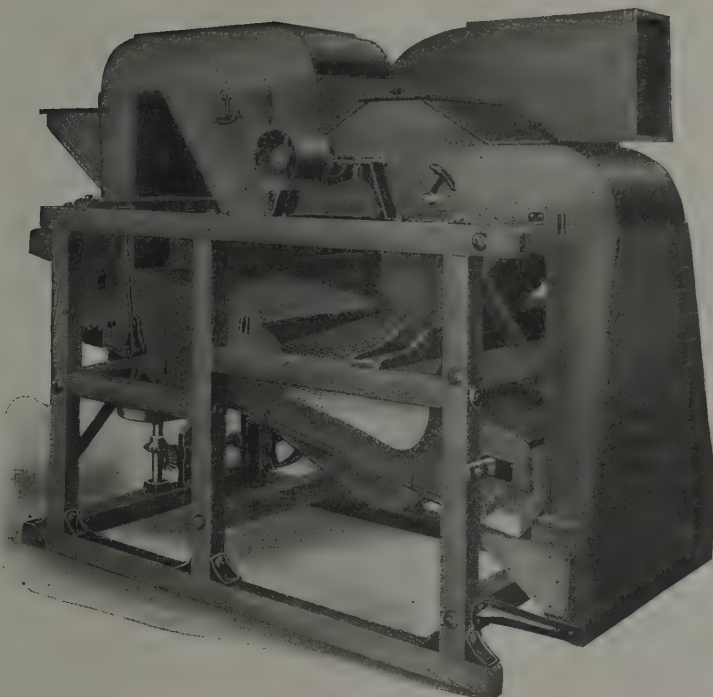
of all kinds including Elevator Heads and Boots, Cast Iron Boots, Ball-bearing Turn Heads, Pulleys, Sprocket Wheels, Shafting Boxes, Collars, etc. We also manufacture the "WESTERN" FRICTION CLUTCH. It has no equal. : : : :



WRITE FOR CATALOG AND PRICES

Complete Stock carried in Kansas City, Missouri, 1221-1223 Union Avenue.

The  
Beall  
Rotating  
Corn  
Cleaner



The *actual work* of this cleaner proves its *superiority* more convincingly than anything we can say.

If you buy one and ever need another the other will be a "Beall."

We are building it to bring future business. Write for prices.

The Beall Improvements Co.

Decatur, Ill.



**ELEVATORS FOR SALE.**

**ELEVATOR FOR SALE** in North-western Iowa. Address Box 185, Hawarden, Ia.

**FINE ELEVATOR** and grain business for sale. Worth getting after quick. Apply N. Bentz, Nokomis, Ill.

**ELEVATOR AND COAL** business for sale in S. E. Iowa. Cash or land. Address G, Box 9, Grain Dealers Journal, Chicago.

**FOR SALE—ELEVATORS AND MILLS** in the Hard Winter Wheat belt. Address The Culver Brokerage Co., Wichita, Kans.

**FOR SALE—A small line of elevators** in southeastern South Dakota. Address Elevator, Box 5, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE** in corn belt of Illinois and Indiana. All worth the money asked. Address James M. Maguire, Campus, Ill.

**MY 1/2 INTEREST** in up to date elevator for sale. Feed, coal and seed business in connection. Address W. R. Laughlin, Box 345, Beatrice, Neb.

**FOR SALE—The best paying small elevator** with hay, potato and fruit business in Michigan. Address Ling, Box 12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE AT A BARGAIN—One** of the best elevators and coal business in eastern Kansas, \$8,000, cash or time; no trades. Address Perry Frazier, DuBois, Neb.

**FOR SALE—15,000 bushel elevator** with large feed grinding and coal business connected. Will pay you to investigate. Callaghan & Granger, Rochester, Minn.

**ELEVATOR FOR SALE** in North Central Ohio; good grain point. Hay, flour, feed and coal in connection. Address Tel, Box 8, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE—A 200,000 bushel grain point**, in A No. 1 condition; located in Central Illinois. Write for full information to Rose, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—15,000 bushel elevator** in Central Nebraska; hopper scales; Fairbanks engine. All in excellent condition. Address Yes, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—One of the best elevator properties** in central Ohio; lumber yard and coal yard in connection. If sold before July 1 inviting terms will be named. Address Box 66, Marion, Ohio.

**NINE ELEVATORS** in southeastern Iowa on the C., B. & Q. R. R. for sale. Total storage capacity 200,000 bushels. For further information apply to H. D. Everingham, Fort Madison, Iowa.

**FOR SALE OR TRADE** for Kansas, Oklahoma or Missouri land, one of the best elevators in N. E. Kansas. Has steam power, sheller, cleaner and hopper scales; has handled 300,000 bushels of grain in one year; good coal and feed trade. One of the best paying propositions in the State. Address Near, Box 8, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

**TWO ILLINOIS ELEVATORS** for sale within one hundred miles of Chicago that will handle 400,000 bushels annually; good money makers. Write at once to James M. Maguire, Campus, Ill.

**GOOD 10,000 bu. elevator** and fine residence property for sale. Good country and territory, and wonderful crop prospects. Live stock business on side. Price \$6,000.00. E. Daniels, Jr., Sulphur Springs, Iowa.

**GOOD ELEVATOR** for sale, 18,000 bushels capacity; 2 dumps; 8 h. p. gas engine. Mill feed, seeds, salt and good coal business; good location. B. C. Bell, Geneva, Franklin Co., Iowa.

**IOWA ELEVATOR** of 20,000 bushels capacity for sale at a bargain. Also handle seeds, tile and coal and grind feed. Good location, C. & N. W. Ry. Address H. & H. Co., Box 10, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—Perfectly equipped track grain buying office** and business, in Indianapolis. Great opportunity for brokerage or merchandising. Address Track Buyer, care Jacob W. Smith, Secretary, Indianapolis, Ind.

**\$3,250.00 buys a new 15,000 bushel cribbed elevator**, 5 h. p. Callahan engine, Savage & Love dump, office and scales. Good Iowa town. No competition. Address Corn, Box 11, Grain Dealers Journal, Chicago, Illinois.

**GRAIN, coal and lumber business** for sale in western Indiana; will be sold right. Here is a good chance. No competition in either line. If you mean business write at once. Address Ton, Box 4, Grain Dealers Journal, Chicago, Ill.

**BEST 20,000 bushel cribbed 2x6 elevator** in northwest; new; handled 125,000 bushels this season. \$5,500. Part time to right man. Can have lumber business also if desired at Cloverdale, Iowa. George A. Roney, Melvin, Iowa.

**I HAVE a line of elevators** to sell on the bargain counter; everything right; on F., F., W. & W. in Northern Ohio; another around Springfield, Ill., and a lot of choice single station elevators. \$5,500 to \$20,000. John A. Rice, Frankfort, Ind.

**ELEVATOR and coal business** in S. E. Nebraska, on B. & M. R. R. for sale; 25,000 bushels capacity; hopper scales 42,000 lbs., gasoline engine. All in good order. Good business. Address Tam, Box 9, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—Three small elevators** on Chicago Great Western Railway in Southern Minnesota, well located and in good running order. Easy terms to right party. Address THE JOHN MILLER CO., Chamber of Commerce, Minneapolis, Minn.

**WELL EQUIPPED ELEVATOR** located at Conway Springs, Sumner Co. Suitable for handling both local and transit business. Power scoops, car lot hopper scales, cleaners, etc.; 75 h. p. steam plant; first class condition. Some cash, balance payments and long time to suit. One of best wheat counties in Kansas; some corn and oats also. Address H. L. Strong Grain Co., Kansas City, Mo.

**ELEVATORS FOR SALE.**

**FOR SALE—A line of twenty elevators** in best grain section of Kansas, along the line of Missouri Pacific. Close at once; owner desires to retire on account of health. Immediate answer. Address Kansas City, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—A modern style grain elevator**, together with coal house and crib; located in South Eastern Nebraska; also a good residence; fine crop prospects. Will sell all reasonable. Inquire of R. W., Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—HAY, GRAIN AND PRODUCE** business in up to date town of 3,000 in Northern Indiana. Building and location the best. Can combine with another profitable line. A bargain. Address S. W., Box 10, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—35,000 bushel elevator** in first class repair; 2 dumps, new Fairbanks wagon scales, 2 stands of elevators, 2 hopper scales for loading purposes. Cheap if sold soon. Located on Lake Shore Ry. at Laporte, Ind. Only elevator in town. Address S. S. Bosserman, Laporte, Ind.

**FOR SALE—New 20,000 bushel elevator**, strictly modern, located on M. P. R. in Mo. Town 2,500 population, good schools and churches; two banks. Only elevator in town; a money maker. Good reasons for selling. This ad will not appear again. Address J. D. Infield, Lee's Summit, Mo.

**FOR SALE—Life time chance—18,000 bu. elevator**, 80 bbl. Nordyke flour and corn mill, perfect condition; 2 1/2 acres ground, barn, etc. Private tracks; great wheat and corn prospect now. 200 cars coal, 25 to 30 cars lumber annually. Nearest elevator 5 miles; nearest mill 10 miles. Electric line near Indianapolis; town 2,500; every city convenience. \$5,000, will handle both or will sell mill alone, small cash payment. Address H. E. Kinney, Indianapolis, Ind.

**NEW, UP TO DATE elevator** for sale. Cheap if sold in the next 60 days. Have all the new and improved machinery installed, capacity 50,000 bushels, 40 h. p. gas engine, bins cribbed, iron-clad siding house on leased land of Penn. R. R., with free switching to 4 other leading R. Rs. Will handle 150,000 bushels in addition to big retail and jobbing trade on coal, flour and feed. On account of failing health plant must be sold at once. A bargain awaits you! Write for full information or come on the ground. Address Box 93, Marion, Ohio.

**ELEVATOR AND COAL BUSINESS** for sale; located in one of the finest grain belts in Iowa; the only elevator in town, has a capacity of 20,000 bushels; equipped with very good machinery; a 25 horse steam power; new 6 horse International gasoline power; cylinder corn sheller; scientific mill, large oat clipper cleaning mill, hopper scale, two platform scales, a car loader and cribs for 5,000 bushels corn. A good paying business. Good reason for selling. Can give possession at once. Write if you are looking for a good place. Address D. D., Box 8, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

ELEVATOR AND COAL business in Ohio for sale; new building; well equipped with new and modern machinery; gasoline power; own ground and side track; is a good paying business; good reasons for selling. If you mean business write, as it will be sold. Address John, Box 12, Grain Dealers Journal, Chicago.

## FOR SALE.

OUR ELEVATORS at Ridgeville and Snow-Hill, Ind. The Ridgeville house is on the G. R. & I. and P. C. C. & St. L. Railroads; it is a modern house, 20,000 bushels capacity, cement and brick engine house, three dumps, office, flour and feed room, two pair high roller feed mill, good coal yard and hay business in connection. From Jan. 1st, 1905, to Jan. 1st, 1906, it handled 150,000 bushels of grain, 40 cars of hay and 37 cars of coal; in addition to this it handled 1,500 bushels clover seed and two cars wool.

Snow-Hill, modern house, 12,000 bushels capacity, everything in good condition; all bins are hoppers; has a good corn crib; storage capacity for twenty-five cars hay; handled last year 120,000 bushels of grain, two cars clover seed and one car wool. Good territory surrounds both of these houses, and both are money makers. Ridgeville is a splendid town; good schools and churches. Snow-Hill is a good country community. Good reasons for selling these houses. No trades will be accepted; must be cash or good notes. Address Goodrich Bros. Hay & Grain Co., Winchester, Ind.

## HELP WANTED.

FIRST CLASS machinist wanted. One familiar with elevator machinery preferred. Midland Machinery Co., 412 3rd St., S., Minneapolis, Minn.

WANTED—A man to take charge of barley station in Wisconsin. We want a man that understands the handling of barley. State experience and salary expected. Address Wisconsin, Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—A good, live, hustling manager to take charge of our business; new company, recently organized with \$20,000 capital; manager to take \$3,000 stock and hold position of secretary and treasurer, and be one of the five directors. This is the finest wheat section of Kansas. Address Morland Milling & Grain Co., Morland, Kansas.

## PARTNERS WANTED.

PARTNER WANTED—in one of the best feed mill propositions in Illinois. A fine town of 6,500 inhabitants; a fine territory. Would consider proposition on the entire property. Write at once for full information. Address John Kull, Pontiac, Ill.

## ELEVATORS WANTED.

ELEVATOR wanted to rent—well equipped plant in good territory. S. W. I., Box 10, Grain Dealers Journal, Chicago, Ill.

GOOD ILLINOIS CORN AND WHEAT FARM to trade for elevator property. Inquire of J. M. Maguire, Campus, Ill.

EXCHANGE \$3500 residence, Minneapolis, Minn., for elevator in South Dakota. Will pay difference. Address F. C. Metcalf, Madison, South Dakota.

ELEVATOR WANTED—Want to buy one or two grain elevators in good grain points. Give price and good description first letter. Address Cash, Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED: in western Iowa, southeast Dakota and Nebraska. Give particulars regarding competition and station receipts and kind of elevators. Address T, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—In Western Ohio or Eastern Ind., doing a business of 100,000 bushels a year. Will not object to coal and feed. Elevator and bins located on private land. Address Lock Box 66, West Milton, Ohio.

WANTED—to trade the Commercial Hotel, Spencer, Ia., a good 35 room hostelry, for elevators well located in Minn. or S. D. Must be tributary to Minneapolis. Address Hotel, Box 11, Grain Dealers Journal, Chicago, Ill.

TO EXCHANGE—For a small line of elevators in So. Dak., So. Western Minn., or No. Western Iowa; a 320 acre stock and grain farm ½ mile from Luverne, Minn. Will pay difference. Address John P. Coffey, Luverne, Minn.

ELEVATORS WANTED—in Northern Iowa or Southern Minn. in exchange for 3 well improved farms in Cottonwood Co., Minn., two half sections and one quarter section worth \$55.00 per acre. For each quarter section I would take an elevator. Land companies will loan \$4,000 per quarter. Address Anton Rossing, Livermore, Iowa.

## SITUATIONS WANTED.

SITUATION WANTED—As buyer or manager of station; thirty years experience. J. S. McCroy, Great Bend, Kans.

SITUATION WANTED—By young man with experience as manager of an elevator. Best of references. Can speak three languages. Address H. Smith, 1821 N., Cedar Falls, Iowa.

POSITION WANTED—As buyer or manager for elevator. Seven years experience in grain and seed. Best references. E. L. Thompson, New Washington, O.

SITUATION WANTED as manager of a country grain business, with experience in lumber and grain. Best references. Address A. L. V., Box 9, Grain Dealers Journal, Chicago, Ill.

GRAIN, BROKERAGE AND COMMISSION MEN—my specialty, expert telegraph operator; rapid on typewriter; traveled on road ten years; manager and board of trade experience; best references. Give me a trial. Address H. M. Talcott, 714½ Francis St., St. Joseph, Mo.

## SITUATIONS WANTED.

POSITION WANTED by experienced bookkeeper and grain man. Station in good section on joint account preferred. Best references. Address Santa, Box 8, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—By young man having practical and thorough experience in the grain business. Present contract expires July 1. Address P. S. W., Box 11, Grain Dealers Journal, Chicago.

SITUATION WANTED—By competent grain buyer of three years experience. Understand running gasoline engines and elevator machinery. Best of references furnished. Frank Bowser, Hutchison, Kan.

POSITION WANTED—As barley buyer for the coming season. Am a barley expert and can give first-class references and entire satisfaction. Address Barley Buyer, Box 8, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED: by young experienced bookkeeper and grainman as auditor, barley buyer or any position of trust. Highest references in every particular. Address M, Box 10, Grain Dealers Journal, Chicago, Ill.

WANTED—Position by young man as bookkeeper or manager of grain business. New town in western state preferred. Highest references in every particular. Address Rankin, Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—As elevator supt. or traveling supt. for line of country houses. 15 years experience, expert judge of grain. Best of reference. Open till July 1st. Address Win, Box 11, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—As traveling superintendent or auditor by a man well qualified by years of experience to give perfect satisfaction. Best of references. Address H. W., Box 8, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED—By thoroughly competent grain man. Can handle any part and will consider any proposition if salary suits. Commence Aug. 1st. Best references. Address R. P. D., Box 11, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN MAN wants position with some elevator company; can handle anything from office to machinery; reasonable wages to start with; best of reference. Address H. L. T., Box 11, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—as manager or helper of country elevator by young man, actively engaged in the grain business for 12 years. Can furnish best of reference and bond. Address G. H. Thomas, 227 West State St., Mason City, Iowa.

## Secured Position.

Maurice Garrison of Atlantic, Iowa, writes: The first issue of the Grain Dealers Journal located me in a good position; and I have had several offers of good positions since from the advertisement.

# Say

Let the Grain Dealers Journal  
Want Ads do your work.

*They bring quick returns.*



**ENGINES FOR SALE.**

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

FOR SALE—One 10 h. p. Atlas engine in A No. 1 condition. Address Paul O. Moratz, Bloomington, Ill.

TEN h. p. Otto gas engine in good order, for sale cheap. J. W. Kepler, 368 Indiana St., Chicago, Ill.

FOR SALE—22 h. p. Foos gasoline engine, latest type. Guaranteed good as new. R. Tulloss, Springfield, Ohio.

FOR SALE—35 h. p. steam Atlas engine, in good shape. Will take \$125 for same. M. M. Kennedy, Oxford, Ind.

GASOLINE ENGINE, "Superior," 20 to 25 h. p. Thoroughly rebuilt at factory. Stock & Sons, Hillsdale, Mich.

FOR SALE—12 h. p. Callahan gasoline engine. In good condition. Price, \$200. Reed-Bear Grain Co., Hicksville, O.

FOR SALE—2½ h. p. Weber, almost new, \$60. 2½ h. p. Weber, new, \$90. Address H. Pittenger, 22 S. Canal St., Chicago, Ill.

**NO PACKING.**

The Capital Gas & Gasoline engines are made without packing. Mfg. by C. H. A. Dissinger & Bro., Wrightsville, Pa.

NEW ERA gas or gasoline engine for sale, 26 h. p. Been in use for nine months. For particulars, reasons for selling, etc., write to S. B. Foot Co., of Red Wing, Minnesota.

FOR SALE—One second hand gas engine in good order, 35 to 40 h. p.; double cylinder, vertical. Made by the Marrett Iron Works. Daly & Anderson, 74 W. Monroe St., Chicago, Ill.

IT PAYS to buy a good engine; assume no risks. We can furnish you new improved Witte engines at figures that suit. Write us for catalog. Address Witte Iron Works Company, 526 West 5th Street, Kansas City, Mo.

2ND HAND ENGINES for sale. One 5 h. p. Fairbanks; two 8, one 10, and one 16 h. p. Otto; one 10 h. p. Columbus; one 25 h. p. and one 30 h. p. Webster; 18 h. p. Olds. All makes of engines. A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—One 12 h. p. White horizontal stationary gasoline engine; one 12 h. p. Erie City steam engine; one 12x8½x10 Worthington duplex steam pump, also several smaller sizes. All in good repair and at bargains. Enterprise Machine Co., Minneapolis, Minn.

**FOR SALE.**

1 6 h. p. Webster in good condition, \$175.

1 10 h. p. Thompson-Lewis, fair condition, \$175.

1 5 h. p. Charter old style, good condition. Will sell very cheap. Lennox Machine Co. 367 3rd St., South. Minneapolis, Minn.

**MISCELLANEOUS WANTED.**

WANTED—Good second hand gasoline engine, fifteen to twenty horse power, and second hand feed mill. Must be in good condition. Address Wisconsin, Box 11, Grain Dealers Journal, Chicago, Ill.

**MISCELLANEOUS FOR SALE.**

CARD INDEX CABINETS at a bargain. 6 dwr. Globe \$5.10; 9 dwr. Library Bureau \$9; 12 dwr. Yawman & Erbe, \$10.80. Good condition. Round rods. Address 504 Traders Bldg., Chicago, Ill.

BARLEY DEGERMINATOR for sale. Made of oak with front and back of glass; dimensions 11 in. high x 7 deep and 15 in. wide, 8 adjustable glass shelves. Price \$5. Address 504 Traders Bldg., Chicago.

**FOR SALE.**

All kinds of elevator machinery, both new and second hand. Also steam engines, boilers and gasoline engines. Write us for catalogue. ALLEN P. ELY & CO., OMAHA, NEB.

**SPECIAL BARGAINS.**

Brass grain testers, shellers, cleaners, crushers, feed and attrition mills, dust collectors, separators, scourers, oat clipper, steam cornmeal dryers and elevator specialties and machinery of all kinds. If you have not got what you want, know where to get it. Write for circulars. A. S. Garman Sons, Akron, Ohio.

**FOR SALE.**

One steel pan, 4 ft. high, 4 ft. at bottom and 6 ft. at top.

One boot with 13"X16" pulley.

One large pulley 42"X13" face.

One sprocket wheel 44 inches.

One pulley 40" with 8" face.

One turn head 12 inches.

One set dump irons.

One sprocket wheel 34 inches.

Wittman & Ehmke. Pioneer, Iowa.

**BARGAINS.**

1 pulley 48 in. diameter, 9 in. face.

1 pulley 36 in. diameter, 10 in. face.

1-14 in. Boss car loader.

1 Ideal car loader.

1 No. 2½ Western sheller and cleaner combined.

1-5 ton Fairbanks dump scale.

All the above is as good as new and for sale very cheap.

Thos. Bodine. Covington, Ind.

**FOR SALE**

6 Odell roller mills double,

100 h. p. B. & W. water tube boiler,

4-½ ft. burr mill,

4 No. 2 Smith purifiers,

1 Centrifugal flour dressing machine,

28 elevator boots and heads with legs,

belts and buckets complete,

1 pair Howe 60 bushel hopper scales,

2 flour packers,

126 iron pulleys, various sizes,

110 bevel and spear gears, various sizes.

Lot of shafting, bearings, couplings, etc.

All of above very cheap.

CHAS. F. SHERRIFF CO.,

11 Jackson Bldg. Pittsburg, Pa

**ENGINES AND BOILERS.**

FOR SALE—One 20 h. p. Erie engine and 25 h. p. boiler guaranteed to be in good running condition; will sell cheap if sold at once. The Jacob Myers Elevator Co., Francesville, Ind.

One Houston Stanwood-Gamble engine, 14X20, 60 h. p. One boiler 120 h. p. 74-4" flues. One pump 6X8. One boiler feed heater; one smoke stack; one fire front, grate bars, pipe connections. Carrington, Patten & Co., 403 Board of Trade, Kansas City, Mo.

**MACHINES FOR SALE.**

FOR SALE—1 Western mill sheller, good as new, used only five months. Chas. F. Naber, Fairmount, Ind.

FOR SALE—No. 2 Invincible oat clipper, capacity 90 bushels; in good condition. Address W. D. Van Wagenen, Houston, Texas.

VICTOR CORN SHELLER NO. 0, capacity 200 to 300 bus. per hour; for sale cheap. Address Nat, Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**

1 No. 1 Wilford 3 roll feed mill.

1 No. 2 Wilford 3 roll feed mill.

Lennox Machine Co.,

307 3rd St., South. Minneapolis, Minn.

FOR SALE—Two 12 inch double needle screen Invincible grain separators 88 No. 4 and 88 No. 5½. Both in first class condition. Need the room for other machinery. Address Young, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One attrition mill manufactured by The Foos Mfg. Co., Springfield, Ohio, nearly new. Size No. 13½, 24 inch plates, with reversed drive and upright cob crusher. This outfit will be sold cheap. Address Taylor, Box 11, Grain Dealers Journal, Chicago.

**SCALES FOR SALE.**

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

SCALES of all kinds; repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, Ohio.

THE STANDARD SCALES, for all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than the price. NOT IN THE TRUST. The Standard Scale & Supply Co., Station U, Chicago, Ill.

STANDARD SCALES OF RECOGNIZED MERIT.

We meet every requirement of the best of the GRAIN TRADE. We are not controlled by, or in any way connected with, the "MONSTER" SCALE TRUST.

Des Moines Scale & Mfg. Co.,

Des Moines, Iowa.

**MISCELLANEOUS.**

WRITE FOR my list of Ohio elevators. Aaron Smick, Decatur, Ill.

IF YOU want to sell your elevators, and they are worth the money asked, list them with James M. Maguire, Campus, Ill.

NAMES WANTED of mills or jobbers who deal in COTTON SEED MEAL. Address Eastern, Box 4, Grain Dealers Journal, Chicago, Ill.

CIPHER CODE WANTED—I want a copy of Jennings' New England Telegraph cipher. Must be in good condition. Address Code, Box 4, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

GOOD 70 BBL. MILL, steam power, 80 horse engine, plansifter, scalper; all in good repair; working order with 10,000 bu. elevator annexed at St. Lawrence, S. D., Box 13.

FLOUR MILL in southeast Kansas, in wheat, corn and gas belt, for sale at 1/4 value. Good town, thickly settled country, 2 R. Rs., capacity 100 barrels. Company can't agree. For full particulars and price write to R. H. Tombaugh, The Mill Man, Newton, Kansas.

FOR SALE—50 bbl. full roller mill and warehouse of about 25 cars capacity, also heavy team, 3 wagons and harness; only mill in town of 5,000 and said to be best town of its size on earth. Will sell very reasonable. Address E. Roome, 502 Main St., Sistrerville, W. Va.

FLOUR AND FEED MILL FOR sale or exchange; good town, 2 R. Rs., no near competition; best reasons for selling. Banner wheat county in Kansas; good shipping point. For description and price address R. H. Tombaugh, The Mill Man, Newton, Kansas.

\$2,500 WILL BUY my feed mill and flour and feed business, located in one of the best towns in North Dakota. Two main lines of railroads. This plant consists of one building 20x30, two stories high, engine house 16x20x10 foot posts, one 20 h. p. gasoline engine, one two-pair high Strong & Northway feed mill 9x18, elevators and cleaner. Everything in good repair and making money every day. No other mill in town. I can give a good clear title. Reason for selling: I have other business. Come and investigate yourself or write me. H. J. Fricke, Milnor, Sargent Co., N. D.

MONTANA MILL AND ELEVATOR for sale. A first class steam mill, 200 Bbls. capacity; full roller and sifter system, with 30,000 bushel elevator in connection; all in good repair and up to date in every way. It is the only mill in the county; is situated in a growing town in the heart of a fine wheat country, with all the very best of hard wheat you can grind within easy reach. Mill runs the entire season; has a good merchant trade and the best of railroad facilities. The owner has other interests that take up all his time and cannot give the milling business proper attention. Address Montana, Box 9, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

John A. Rice, GRAIN ELEVATOR BROKER, Frankfort, Ind., with United Grain Co. five years, to whom we refer without permission. IF YOU WANT TO SELL YOUR ELEVATOR I HAVE THE BUYER. IF YOU WANT TO BUY AN ELEVATOR I HAVE THE ONE YOU WANT. AGREED COMMISSIONS ONLY.

## ELEVATORS BOUGHT AND SOLD.

Elevators and mills bought, sold and exchanged. If you want to sell your elevator or mill or will exchange for a good improved farm we can dispose of it for you. We have some fine bargains in elevators for sale and exchange. Employers who want help, or elevator men who want positions should write us. Iowa Mill & Elevator Brokers, Independence, Iowa.

## SEEDS FOR SALE.

WHITE WHEAT and Utah Alfalfa seed for sale. If in need of either, write or telegraph Sam Williamson, Salt Lake City, Utah.

SEVERAL CARS of choice clean No. 1 seed flax for sale. Samples sent to the trade. Address St. John Grain Co., Heron Lake, Minnesota.

CARLOADS AND LESS: Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

## DWARF ESSEX RAPE.

Let us know how much you want. We will send you sample and make our best price delivered your station; also Pure Seed Flax, Fancy Timothy and Field Seeds of all kinds. Medium, Alsike, Mammoth Clover, etc. Address N. H. Adams & Son, Decorah, Iowa.

## SEEDS WANTED.

CLOVER SEED WANTED. Mail samples. Car lots or less. Address Berne Grain & Hay Co., Berne, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

## HAY WANTED.

HAY AND STRAW wanted. Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

QUOTE PRICE on No. 1 and No. 2 timothy, large bales, New York rate. Will pay top price for good hay. Edward G. Kaufer, Fort Lee, N. J.

WE WANT your shipments. It will pay you to send for our market report if you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

## CORN COBS WANTED.

WANTED—Ground corn cobs in car load lots. For particulars address Connelly Iron Spong & Gov. Co., 22d & Morgan Sts., Chicago, Ill.

## GRAIN WANTED.

HOT AND DAMAGED CORN of every description wanted. Address L. F. Miller & Sons, 2931 N. Broad St., Philadelphia, Pa.

PURE white corn wanted. Must be dry and free from yellow. Send average sample and get bid. Address Buffalo Cereal Co., Buffalo, N. Y.

WE ARE in the market for round lots of No. 2 Hard Winter Wheat, and No. 2 Red Winter Wheat. Also white milling corn. Standard Milling Co., Houston, Texas.

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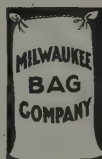
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## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

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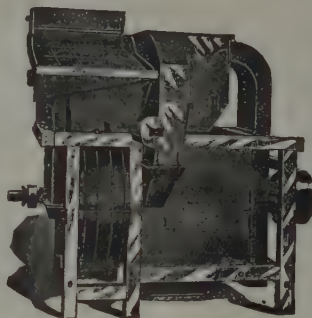
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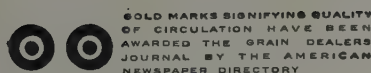
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## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month  
by the

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CHARLES S. CLARK,  
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#### Letters

on subjects of interest to those engaged in  
the grain trade, news items and crop reports  
are always welcome.

Entered at Chicago, Ill., Post Office as  
Second-Class Matter.

CHICAGO, ILL., JUNE 10, 1906.

ONCE again we are asked for information regarding the Louisville Grain Co., of Louisville, Ky. Shippers who know them will confer a favor by posting brother shippers.

KANSAS CITY'S Board of Trade having expelled J. W. Helm from membership, on account of uncommercial conduct, we feel certain that a new member will be added to the National Board of Trade, as it seems very eager to capture new members, regardless of present character or previous record.

FREE alcohol seems to be sure and with it will come higher prices for corn and rotten grain, as well as odorless automobiles. This will bring great relief to supersensitive pedestrians who have long worn crimps in their noses because of having walked much in the wake of autos. Many thanks for free alcohol bill!

GRAIN car doors, according to the annual address of Pres. Brenner of the Tri-State Ass'n, were at one time furnished by all railroads of the Northwest, but now the shippers find it necessary to provide most of the doors and are allowed merely a pittance for the material used in their production. This is a rank imposition. The carriers should furnish transportation facilities for grain as they do for other freight, and if the shippers would stand out for their rights, carriers would soon be forced to do so.

ANOTHER BOY, as is recited in our Pennsylvania column this number, is sacrificed to the boys' privilege of wandering at will about grain elevators. Dared by his chum to jump into the wheat, he was soon smothered, altho the alarm was spread quickly and an heroic effort immediately made to rescue him. The only way to save the boys from the suction of the grain bins is to keep them out of the cupola.

CARELESSNESS in loading gain cars was never more apparent than in the car broken open at Wilmar, Minn., recently. The samplers of the state grain inspection department discovered a 15-year-old boy, the son of the man who loaded the car at Randolph, Nebr., three days before. It is not an uncommon thing for a very lazy loader to leave a foot of manure on the floor or ignore large holes in the side of the car, but this is the worst yet reported.

CORN COBS can no longer be considered a waste product, as they are now being used by manufacturers of illuminating gas and in purifying processes by other manufacturers. In the Wanted columns this number will be found the first evidence of this new demand. Elevator men of the corn surplus states who have facilities for grinding cobs, or rather for breaking them into small pieces, will be able to take advantage of this new opening immediately. Don't build cob burners to dispose of this waste product. Sell them to the gas company.

RYE will continue to appear in wheat marketed at country points so long as buyers neglect to discount offerings on account of it. Wheat badly mixed with rye is surely not as valuable as the pure article, but farmers will not make any effort to get relief from rye unless buyers discriminate sharply in the price. Publishing articles in the country and farm papers is very good, but not near so effective as a cut in the price. The farmers can cut out the rye when the grain is heading if they desire, but if they profit nothing by so doing they cannot be expected to cut it out the second time.

THE Millers Nat'l Federation will meet in Milwaukee next week and it may be that more resolutions will be adopted against corners and squeezes in the grain markets. There is but one sure way in which millers can avoid suffering by these objectionable factors in their business and that is by refraining from hedging against their sales of flour or purchases of wheat. Any more restrictions placed about the option market will be sure to bring about unnatural conditions and unnatural prices. If the grain market is to reflect the true value of grain as expressed by the demand and supply in the Pit, then Exchange trading must be free from restrictions.

NATIONAL BANKS which detach drafts attached to B/L and sent to them for collection, and forward the B/L to another bank with a second draft for collection, do violence to their charters. Any grain shipper so imposed upon can no doubt get quick relief from a repetition of such imposition by taking the matter up with the controller of the currency.

EACH DAY brings new evidence of rebates, secret and discriminatory rates, favors and privileges, yet any railroad man will tell you all these are things of the past, and that no rate regulation is needed. The railroad men have always been of this opinion, but the disclosures have been so numerous that even the United States Senate, long recognized as the staunch friend of the railroads, is now convinced of the need of rigid regulation in order that all shippers may have a square deal. The pending bill may not bring all the benefits desired, but it is a step in the right direction and the need of it seems to be greater than ever.

SHIPPERS of the Northwest seem to have overlooked the freight which they have been paying on dockage on wheat, with the result that the terminal market buyers of docked wheat have profited largely on such purchases, because the screenings have always commanded a high price, yet shippers have obtained nothing for them. It is time the country elevator men were awake to their opportunities. They should install cleaners, remove the screenings and ship them separately. Then will they be able to collect for the stuff and their clean wheat will command a higher price by reason of being cleaned and free from foreign matter.

THE arbitration of trade differences continues to attract its full share of attention from dealers in different sections of the country. Texas, where this means of settling differences was first used by members of the trade, continues to report more cases than any other section, not because they have more differences, but because they have learned the use of arbitration committees, and this method of settling differences is becoming more popular than anywhere else. Compulsory arbitration not only tends to inculcate fair dealing and honest methods, but it surely discourages carelessness and trickery. No dealer, however much of a knave he may be, cares to give written proof thereof to experienced members of an arbitration committee. The publication of decisions of arbitration committees also serves to post careless and ignorant dealers regarding the rights of themselves as well as the rights of those with whom they deal. The work has a tendency to make all fairer, and to make it possible for he who errs to make amends without loss of self-respect, temper or money.



UNIFORM inspection was praised highly at the recent meeting of the Nat'l Ass'n, but no work was set in motion to bring about the desired end. Theorizing and wishing are very pleasant, but if real reforms are to be attained vigorous work must be indulged in and persistently. The entire trade seems to be a unit in demanding uniform rules and uniform gradings and no doubt the continued agitation is having a beneficial influence. All grading in Minnesota and Manitoba grain centers is done indoors under uniform conditions of light and temperature and by inspectors who give their undivided attention to one kind of grain. It is natural that specializing in the work of inspection should aid in bringing about uniformity.

THE day of stack-burnt and musty wheat is near at hand. Every wheat buyer expects to receive a goodly quantity of this unmerchantable stuff during the early marketings of each new crop. This is not because the farmer is ignorant of the proper way to stack or store his grain, but principally because the good wheat buyers have not nerve enuf to discount stack-burnt and musty wheat so heavy as to discourage forever farmers producing it. Wheat buyers who study the grading of grain in central markets and keep samples in glass bottles can very easily convince the grower of the loss sustained by reason of stack-burnt and musty grain. If you can't cut the price 15 cts. a bushel, cut it as much as you dare, and thereby encourage the farmer to care properly for his grain.

LEASES of elevator sites are being incumbered with so many unreasonable requirements and restrictions by the railroads of Iowa and the Northwest that grain eltr. men are almost forced to build on private ground. If the railroads continue to incorporate new provisions in their leases they will soon make the eltr. man responsible for all wrecks and losses, either by fire, water, earthquakes or lightning, anywhere within five miles of his house. The railroad attorneys seem to overlook the fact that the grain eltr. man is in reality acting as the station agent for the carrier in so far as relates to the receiving and storing of bulk grain for shipment over its line free of charge. He provides a bulk grain depot at his own expense and should not be required to pay rent in excess of the mere nominal fee which may be necessary in order to insure carrier's perpetual enjoyment to free title to the land.

THE carload is a variable quantity in which no dealer can afford to do business. The rapid changing in the sizes of grain cars during recent years has kept the grain Exchanges busy changing their rules governing the number of bushels which shall constitute a carload of the different grains. Recently the Merchants Exchange of St. Louis has again changed its rules so that now a carload of wheat is 1,000 bus., corn 1,100, oats 1,600, rye 1,000 and barley 1,300. It would seem folly for shippers at interior markets to sell a carload of a specific size unless the car was on track or loaded, as the railroads persist in giving shippers cars that are easiest obtained, regardless of their capacity, and invariably require shippers to load to full capacity or to pay the freight on the minimum capacity. It is far better to deal in bushels and agree on a settling price for deficiency or overrun.

THE Peoria Board of Trade has finally succeeded in establishing a bureau for the supervision of weights of grain received in that market. In fact, the new bureau was started to work the first of this month, and henceforth all weighing at the eltrs. or distilleries will be done by sworn Board of Trade weighmen. Not only will the new bureau look after the weighing, but will make frequent and careful examinations of scales, scrutinize condition of cars upon arrival, keep a record of seals, and see that all cars are thoroughly cleaned, in hope of securing for each shipper credit for the full amount of grain in the car.

THE trade has long been in need of uniform rules and it is to be hoped that some day a delegate meeting will be held of representatives from different sections of the country for bringing about the desired uniformity. At present every grain Exchange has its own trade rules, quite different from those adopted by others. Some organizations of shippers, however, have adopted the rules of the National Ass'n. If all the state and local ass'ns were to adopt this same draft of rules and place themselves in a position to have a voice in the future amending of the rules, then would the National rules be a more potent factor in the trade and be more frequently considered by receivers of central markets, who are required first by their membership in the Exchange to abide by the rules of their Exchange. It is gratifying to know that the Atlanta, Ga., Grain Dealers Ass'n has recently adopted the trade rules of the Nat'l Ass'n. When the entire trade has the same rules there will be no excuse in any member of the trade not being posted regarding his own rights and those with whom he deals as prescribed by the rules. The present multiplicity of rules are so contradictory and confusing that the wonder is the most intelligent dealers are not confounded. The trade needs simplicity.

### "EQUITY AIDS THE VIGILANT, NOT THE SLOTHFUL."

In quoting the above maxim at the Chicago meeting Col. Rogers no doubt had in mind those dealers who think they are too busy to keep posted regarding their rights in the trade and too slothful to profit by the experience of their brother dealers. Fortunate indeed is that man who can profit by the experience of others, who can learn their lessons, without paying the price they paid for the instruction.

Many a man has sacrificed his rights and a successful business to slothfulness, whereas if he had been alert and kept posted as to his rights he would have attained even a greater degree of success.

Occasionally we receive inquiries for books dealing with different phases of the grain trade, but can refer to nothing better than the files of the Grain Dealers Journal. In this and the May 25 numbers of the Journal will be found many excellent papers and addresses reflecting lessons dearly bot in the trade's thoro school of experience. The vigilant dealer will take these lessons unto himself, make them his own and use them in the promotion of his own business, while the slothful will pass by the opportunity.

Kouts, Ind.—We have had some fine rains since Saturday. Oats look fine. Corn is getting a nice start and what little wheat is growing looks very nice. Hay crop will be very short this year on account of the dry spring.—J. J. Overmyer & Co.

## Crop Reports

### Illinois.

Ohio, Ill.—Crops look fair, except oats will be short unless we have rain.—John W. Wallrich.

Herschler, Ill.—Corn looks very good but oats need rain. Everything is a little dry and we can stand for more wet weather.—Inkster Bros.

Penfield, Ill.—The oats look fair in this locality, but are late. Corn is doing well; a good many farmers selling their old corn.—H. C. Bear & Co.

West McHenry, Ill.—The crops around here are very promising at present, but rain is needed very much.—Chas. B. Harrison, mgr. Wilbur Lumber Co.

Lovington, Ill.—Our growing oat fields do not promise more than half an average yield. The ground planted to corn is very dry and cloddy.—M. C. Davenport & Co.

### Indiana.

Berne, Ind.—Crops are looking fine since the rain. Still 25% of the grain in farmers' hands.—Berne Grain & Hay Co.

Hope, Ind.—Very small acreage of oats and very light yield predicted.—Sidenor & Price, prop. White Star Mills.

Ging, Ind.—Fine prospect for wheat. Oat crop very short and acreage small. Plenty of old corn in the country around here.—Geo. C. Alexander.

Hudson, Ind.—Wheat looking fairly good; will be about 70% of a crop. Oats very short; need rain. Corn coming up nicely. Clover hay very short. If we could have rain it would help timothy hay very much.—Strock & Son.

Hoover, Ind.—The condition of the early sown wheat is 100%, late sown and on corn ground, poor, about 40% of an average. Yield will be about 80% of a full crop, or 16 bus. Oats very poor on account of drouth; average acreage. Corn came up unevenly because of the drouth; some complaint of cut worms; growing finely now. Think about the average acreage of wheat and corn sown. No rye or flax. But little grain in farmers' hands.—D. C. Shirk.

Glen Hall, Ind.—We have had good rains in this section in the last few days, but we fear that the dry weather has cut the oats short fully one-half. Corn planting was late and most of the corn is coming up very uneven. Wheat is looking fine and will make a very good average.—N. B. Ford, agt. Crabbs-Reynolds-Taylor Co.

Goshen, Ind.—We have had some rain and the growing crops are all looking very well, indeed. Wheat is unusually well advanced and we now have indications that we shall have an early harvest. Some wheat will be cut as early as June 25. Farmers are very busy and but little grain is moving. No damage to crops has been done by drouth.—Frank E. C. Hawk, pres. Goshen Milling Co.

### Indian Territory.

Vinita, I. T.—The outlook for a good crop here was never better in this locality. Wheat is good; acreage small. Oats not so good as might be. Corn is good and in good shape. Have had plenty of rain. Grass is good; will have a good hay crop.—M. D. Daniel.

### Iowa.

Estherville, Ia.—Crops are good. Plenty of rain. Lots of barley and oats planted.—Greig & Zeeman.

Spencer, Ia.—Small grain looks fine. Corn is very small for this time of the year.—F. D. Solomon, agt. Reliance Eltr. Co.

Oxford, Ia.—The condition of the crops is nearly perfect; had plenty of rain the last week in May. Some grain coming in.—E. D. Jones & Co.

Ory City, Ia.—Prospects for a large crop of oats are good. Corn plowing in progress June 4. Corn looking fine and fields unusually clean. Excellent weather for the growing crops.—Peter Eide, mgr. Farmers Grain Co.

Storm Lake, Ia.—Crop acreage is larger than last year. Favorable spring weather permitted seeding of all low lands. Small grain looks fine. Corn good stand and free from weeds. Splendid prospects now for good crops.—M. D. Kelly, agt. Skewits Grain Co.

Sac City, Ia.—Crops of all kinds doing fine in this locality. Have had plenty of rain this season, up to June 5. Oats are very promising and corn is doing well. With continued favorable conditions will have fine crop.—L. B. Adams, agt. Neola Eltr. Co.

Jefferson, Ia.—All growing crops are looking fine. Oats are growing too rank and some farmers are pasturing them. The corn stand is almost perfect. Farmers all busy planting. Not much grain moving at present.—W. H. Hubbard, agt. Atlas Grain Co.

Grafton, Ia.—We have had too much rain and cold weather for the past 2 weeks. The small grain is looking good so far, only the corn is in poor condition; if the weather does not change soon the outlook for a crop is poor.—O. Kreuger, agt. Gilchrist & Co.

Tama, Ia.—Conditions for small grain are fine, thick on the ground and of good height. Corn is good stand and growing rapidly. Ideal weather for cultivating and destroying weeds; a full average crop can be reasonably expected.—W. M. Brownlee, agt. Northern Grain Co.

Superior, Ia.—The ground here froze up very wet last fall and early spring was very unfavorable for the sowing of oats, which reduced the acreage 20%. With moderate rainfall from now on the oat crop will come up to average. The corn acreage is increased 25%; crop retarded by unseasonable weather the last of May, but present conditions favor an average crop. Some damage by cut worms, but stand generally good. Hay crop will be an average yield.—L. Broderick.

Des Moines, Ia.—The acreage of crops planted this year as compared with the acreage last year, based at 100, as reported by Geo. A. Wells, secy. Iowa Grain Dealers Ass'n in his crop report, issued June 1, are: Winter wheat, 98; spring wheat, 92; corn, 104; oats, 92; rye, 93; barley, 88; flax, 91. The average growing condition, as compared with the growing condition June 1, 1905, was: Winter wheat, 101; spring wheat, 98; corn, 106; oats, 102; rye, 99; barley, 97; flax, 93. Of the marketable portion of last year's crop 21% of corn and 12% of oats are still in hands of farmers.

## Kansas.

Palmer, Kan.—Wheat is in better condition than last year and promises 25% better. Some corn has been replanted, but in general it is ahead of 1905. Oats will be almost a total failure.—W. C. Brown, mgr. for H. C. Strohm.

Lancaster, Kan.—Crop conditions were improved by a rain June 6. Acreage of wheat same as last year, but yield will be 20 bus. or better, of good quality, with favorable weather. Harvest will begin about June 20. Acreage of corn 10% above last year; about 80% of a stand; damage 10% by dry weather and cut worms. Will have no oats; the crop is an entire failure.—L. J. Woodhouse & Co.

Topeka, Kan.—Lack of moisture has been the principal cause of a general decline in the promise of the wheat since the April report of the Dept. of Agri., says the June 9 report of F. D. Coburn, secy. of that Department. The average condition on June 4, when the canvass was taken, was 65, compared with 93.5 in April. The fields of less promise are in sections where conditions have been continuously unfavorable for wheat since before sowing time last fall, and the yield of wheat there must be comparatively light. Eliminating this portion of the state the general average for the remainder will be approximately 4,500,000 acres, is 77%. Calling a satisfactory situation 100, the highest average condition for any one county is 75, which has also the largest acreage of wheat. While too late to materially improve the wheat prospects in some sections of the state, the more or less general recent rains have benefited the wheat not a little. Judging from the 1906 assessors' returns, it is doubtful if the total acreage will be increased, or even equal that of last year. The general average condition is 75, compared with 73.5 in 1905, the same date. Of the 13 counties returning averages of 90 or better, 9 are in the western third of the state. The corn areas in the western counties, however, where the best conditions prevail, are in the aggregate so comparatively insignificant that their general average is virtually lost on the general average for the state. Since the report of the average conditions were received, however, rains must have materially improved conditions for growth and cultivation. Late planting seems to have been common throughout the main corn counties. Many of the more northern fields

have only been recently planted and much is yet scarcely up. Dry soil and cool weather have resulted in the corn planted earlier making slow growth. The condition of oats has been uniformly low and the general average is 58.5. In a majority of the counties the outlook is unpromising. Outside of 15 or 20 counties in the eastern part of the state, where grasses are poor, the growth and condition are reported "medium to good." From all correspondence, whether conditions favored other crops or not, come reports of the universal excellence in both yield and quality of the first cutting of alfalfa.

## Minnesota.

Vining, Minn.—Crops look fine; probably too much rain at present.—T. H. Froslee, agt. Farmers Eltr. Co.

Lake Benton, Minn.—No grain moving. Plenty of rain to last 4 years if it was distributed right; otherwise crops are good.—T. H. Lambe.

Pipestone, Minn.—Crops are fair; good as average prospect. Very small acreage of wheat planted. Have had too much rain in the last 10 days.—D. C. Harrington.

Vesta, Minn.—We are getting altogether too much rain here for the growing crops and if it does not let up soon there will be hundreds of acres in this county that will be gone beyond redemption. Grain on the high ground looks fine, but on the low or flat ground has a yellow color.—Fleming Milling Co.

Watkins, Minn.—The acreage of wheat and oats about 1% over that of last year; flax, 20%; rye, 10% less. Crops are looking fine, considering the heavy rains, which have been continuous for last 10 days. Do not look for any damage to crops unless this wet weather continues. Corn will probably suffer some, but too early to predict on its failure.—Wm. F. Ehlers, agt. Atlantic Eltr. Co.

## Missouri.

Louisiana, Mo.—The wheat yield will be an average one; say 12 to 13 bus. per acre. Corn looks good. Oats about a failure.—Diamond Flour Mfg. Co.

Lamar, Mo.—We are glad to report several nice rains here within last 10 days; have greatly helped crops of all kinds. Oats are very light. Acreage of wheat is small, but the prospects are good.—E. H. Schreiner & Son.

Columbia, Mo.—The weather thruout May was considerably cooler than usual. The drouth in the southern section has been partially or wholly broken in nearly all the counties. The northwest section is very dry and the ground is too hard and cloddy to work well. About 9% of the corn was still unplanted June 7; acreage compared with 1905, 88 condition, 76. Wheat condition, 77; oats condition, 48. The corn planting in some localities had to be suspended on account of drouth. There is a general complaint thruout the northwest of corn not being able to germinate, and in many fields the plants are dying from lack of moisture and germination. Considerable trouble is experienced in securing a stand in the presence of drouth, clods and cut worms. Replanting is being done in all sections. The condition of the oats crop has at no time during the spring been promising and during May fell 25 points. The crop will be an entire failure in many localities and many fields are being plowed up and sown to other crops. The condition of wheat June 7 was not as good as a month ago, being 9 points below last month. The decline has been general thruout the state and is due to drouth. The crop is promising in some of the southern counties of the state and harvesting will be general in the central portion about June 17.—Missouri Dept. of Agri.

## Nebraska.

Copenhagen, Plainville P. O., Neb.—The crops are doing very nicely at present. June 6.—E. G. Harris, agt. Blenkinson Grain Co.

Bloomfield, Neb.—Prospects for a big crop are first rate. Some corn moving.—A. E. Severance.

Wilcox, Neb.—Wheat not good here, it is dry; have not had a good rain for 5 weeks. Corn is up, but is not growing.—H. G. Otto, mgr. Farmers Grain & General Shipping Ass'n.

Lewiston, Neb.—Local showers have brightened crop prospects. Dry weather and cut worms have hindered the starting of corn. Wheat is heading short and oats are thin. Old corn is heavily marketed in this locality.—J. F. Todd, agt. C. L. Parker.

## Nebraska.

Liberty, Neb.—The wheat acreage here is about 90% of last year; is in fair shape; while the straw is short and the heads small, my estimate is 15 bus. to the acre. Oats are very backward, and there will be very little put on the market; a good deal replanted. Acreage 20% more than in 1905. Plant very small for this time of the year; should have had more rain, but of late have had good rains and warm weather and the plant is now doing finely. No old wheat or oats in farmers' hands, but they still have about 30% of the old corn.—J. A. Harvey, agt. Ewart-Wilkinson Grain Co.

## North Dakota.

Gladstone, N. D.—Prospect good for a large crop.—Geo. W. Lee.

Guelph, N. D.—Crop prospect good. All wheat sown. Majority of corn crop planted. Will finish flax first week in June. Lots of moisture, but too much cold weather.—Lewis Osher, agt. Northwestern Eltr. Co.

Colgate, N. D.—Crops are all looking fine. Seeding is finished. We are having an over supply of rains, but it does not seem to affect the growing crops. A little warm weather would make things crack.—X. X.

Fingal, N. D.—The crops are looking fine in this part of the country and the farmers are beginning to draw wheat now, as they are thru with threshing. Lots of old wheat left among the farmers and I think it will handle about 40,000 bus. of it from now up to harvest.—Thos. C. Lilletthien, agt. Farmers Eltr. Co.

## Ohio.

Fostoria, O.—Wheat in this section is not in as good condition as it was, as rain is badly needed.—F. E. Near, supt. Isaac Harter Milling Co.

Delphos, O.—Made a trip about 30 miles thru the country June 4. Wheat, corn, rye and oats are looking fine, with prospects of an early harvest. Meadows are short.—Dolbey & Morton.

Selma, O.—We are needing rain very much. Corn has been in the ground so long that there will have to be a lot of replanting. Some farmers are planting over whole fields. Wheat, oats and grass are suffering for rain.—R. G. Calver.

Gallion, O.—Wheat looking good; will yield an average of 20 bus. per acre. Oats are very promising. Crop will probably yield 75 bus. per acre. Corn also has a good start. Farmers have worked it thru twice; cannot give yield at present.—C. H. Evans.

Genoa, O.—Wheat is heading out short and is at least 10 points lower than 30 days ago. Oats and grass are suffering from lack of moisture. Must have rain soon or both will be light crop. Corn looks well but needs rain.—The Powers Eltr. Co.

Columbus, O.—The condition of wheat June 1 was 95, compared with 103 for May and 93 for last June. Dry weather mainly responsible for drop in condition. Some fly, smut, and short heading. Corn very uneven and cut worms damaging it. The oat condition, compared with an average, is 73, compared with 92 last year. Rye condition 90, against 91 last year.—Ohio State Board of Agri.

## Oklahoma.

Billings, Okla.—The prospects for a large wheat crop in this locality are very promising. The crop will be ready for harvest several days earlier than last year.—W. H. Brockman.

Crescent, Okla.—Harvest has just begun. The yield of wheat promises to be good, but the acreage is small; 40% of an average acreage. Oats fair; corn in good condition.—Ed. Stobaugh.

Carrier, Okla.—We are getting ready to take care of one of the best crops of wheat that this community has ever had. Joe Gignon, agt. J. H. Shaw.

Carmen, Okla.—The wheat crop, June 5, was made in this locality and will be one of the best crops we have had for some years. Both the average and quality should be good.—Carmen Roller Mills.

Mountain View, Okla.—Wheat harvest commenced the week of June 5; we look for a bumper crop. The acreage is large and the yield promises to be heavy and of extra good quality, if not damaged by rain. The oat crop is immense, both in acreage and promise of yield. The early sown, both wheat and oats, promise the best yield. The corn acreage is large, and is very promising.—D. E. McBride, mgr. Chickasha Milling Co.



## Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade methods, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal so your convictions will be given wide circulation and have great influence. Write it now.]

### SCOOPERS A PEST.

*Grain Dealers Journal:* In regard to grain scoopers I would say that a farmer or any one else, no matter who he is, that loads grain into cars off a wagon with a shovel is nothing but a scooper.

The railroad companies should refuse positively to furnish cars to such, as they invariably want cars in the rush of the season and when they get them they hold the cars for a week or two before getting them billed out.

I have known scoopers to report their sales at two or three cents more than they actually got for the stuff.

Scoopers have no money invested in building and machinery or anything else. I notice that kind would like to be paid in advance for their grain and then haul it in when it suits their own convenience. I hope some more of the buyers will express their opinions.—John McClune, Carlton, Kan.

### CLAIMS FOR DIFFERENCES BETWEEN SHIPPER'S AND CONSIGNEE'S WEIGHTS.

*Grain Dealers Journal:* The supporting papers to claims are not so very important unless the investigation discloses that the claim is one that should be paid. This company has never had any complaint against shippers or declined any claims because they were not properly supported. We investigate every claim presented for loss of grain regardless of whether all the customary papers are at hand or not, and if we find that there was any loss or that there is anything warranting a supposition that there was loss, we pay the claim. Should the proper papers be wanting, we ask for just what we want and would not, under any circumstances, decline a claim simply because it lacked some of the conventional documents.

I think the real trouble arises because many of our grain dealers have had claims declined for other reasons. Some of them hold that a railroad is responsible for the difference between the shipper's weight and the consignee's weight, regardless of the other factors that enter into the question. Should their view be accepted, it would result either in our going out of the grain business or an increase in the grain rates sufficient to offset the unjust exactions that would follow the general recognition of this doctrine.

This company and other grain carrying roads generally maintain that when bulk grain is transported under perfect seal protection and in a sound car, they are not responsible for the difference between the shipper's weight and the consignee's weight. When a claim for loss of grain is presented, our first act is to secure the loading agent's statement concerning condition of the car and his seal record. We then secure the seal record at destination and the inspection of the car by the mechanical department, and if the seal record is clear and if the car was not leak-

ing grain and had no serious defects denoting probable rough usage and loss, we decline the claim. By a clear seal record is meant a record showing that the seal was not broken anywhere between loading and unloading except for a legitimate purpose. Should the car travel a long distance, we frequently get two or three mechanical inspections at intermediate points. These inspections are all made by trained employees of the operating department, who are educated to look for every defect, knowing that should they fail to report even a loose bolt, a serious accident might result.

To summarize: We feel that when we have proved by the mechanical inspection that there could be no loss by leakage, and by the seal record that the car door was not opened except for a legitimate purpose, we cannot with any degree of reason be expected to make good the difference between the shipper's weight and the consignee's weight. When, however, we find anything wrong—such as defective car, leaking car or imperfect seal record—we pay the claim regardless of whether there is legal liability or not.

I believe if some of our grain dealers could become claim investigators in this office for a short time, they would find to their satisfaction that our treatment of grain losses is sound in principle and upright in purpose.

I am very glad that you have opened the pages of your valuable publication to a discussion of the question from both the standpoint of the shipper and the standpoint of the railroad, and thank you for having given me an opportunity to present our side of the case. I hope the discussion will result in a better understanding between the roads and the shippers concerning the subject. Respectfully, W. J. Healy, Freight Auditor, A., T. & S. F. R. R., Topeka, Kan.

Two-thirds of the oats crop of Illinois is shipped out of the county where grown; compared with an average of less than one-third shipped from counties in all the other states of the Union.

## Wreck of the Ogilvie Elevator at Fort William, Ont.

One of the most remarkable elevator accidents on record is the sliding of the new elevator of the Ogilvie Flour Mills Co. at Fort William, Ont., into the river on the night of May 26.

The wrecked elevator is of the modern type of steel storage tanks resting on an ample foundation of reinforced concrete and piling. The construction of the foundation was the same as that of all the lake elevators, the piles being sawed off below the water line, and capped with cement piers, the cement being reinforced with steel bands and girder trussing, on these being erected the cement buttments for the tanks.

The elevator was 190 ft. high, and had storage capacity for 550,000 bus. of grain. The solidity of the steel superstructure is testified to by it remaining intact and whole, tho' the concrete foundation below and the wooden cupola above both were crushed.

Dredging of the river bed and the wash of the stream in front of the elevator weakened the piling at that point, depriving the concrete of its support, and the house being loaded to full capacity, the sliding into the river was a natural result.

As shown in the engraving herewith the building slid towards the river about 30 ft. from its original position and is tilted at an angle of about 23 degrees. The front portion is imbedded 30 ft. in the river. After the first slide the elevator remained in the same position; and a large force of men with tugs and scows began the removal of the grain from the bins, about 95 per cent being saved. No one was hurt.

The Ogilvie Flour Mills Co. has given notice that it will look to the owners of the grain in store for their proportion of the loss under a general average, including their proportion of the cost of salvaging the grain. F. W. Thompson, managing director, states, however, that if the



Wreck of the Ogilvie Elevator at Fort William, Ont., after it slid into the river on May 27, 1906.

Winnipeg Grain Exchange will join the company in petitioning the government to amend the grain act by making all elevators responsible for such losses the company will pay and make good all losses to those having grain stored in the wrecked elevator.

The company has let the contract for rebuilding the elevator to the Macdonald Engineering Co., who built the house, and the work of reconstruction is being pushed.\* Regarding the loss Mr. Thompson states that it must be most satisfactory to the stockholders to realize that even if the loss were four times the amount the undivided profits for the last four years would be more than sufficient to take care of it. The plant cost about \$250,000.

## Asked— Answered

[Readers who fail to find information desired on any grain trade subject of general interest should send us their query for free publication here. The experience of your brother dealers is worth consulting.]

### BOOK ON GRAIN BUSINESS.

*Grain Dealers Journal:* Is there a book or any books on buying and selling of cash grain, option hedging and the different signs and phrases that are made on the exchange floor?—F. J. Wright, Minneapolis, Minn.

### WHAT IS THE AVERAGE YIELD OF OATS?

*Grain Dealers Journal:* Will you kindly inform me what is the average yield of oats in Illinois and Texas for the past ten years? O. P. Lawson.

*Ans.:* As reported by the U. S. Dept. of Agri. the average yield per acre of oats for the 10 years, 1896 to 1905, has been 32.5 bus. in Illinois and 27.6 bus. in Texas.

### FORM FOR STOCK BOOK.

*Grain Dealers Journal:* In reply to the query of E. K. Sowash for a stock book I would say we had printed and use a form into which we post every night by which we can tell at any time just what we have. The headings are Date; Hard Wheat, in, out; Soft Wheat, in, out; Oats, in, out; White Corn, in, out; Mixed Corn, in, out.—Nelson & Tipler, Geuda Springs, Kan.

### CORRECT SPEED OF HEAD PULLEY.

*Grain Dealers Journal:* In reply to an inquiry in the May to Journal I advise the use of the following rule for speeding the head pulley:

Diameter, inches.	Revolutions, per min.
60	27
56	28
52	29
48	30
44	31
40	32
36	33
32	34
28	35

For each decrease in the diameter of the pulley increase speed one revolution per minute.—W. H. Brockman, Atchison, Kan.

### IS DISTANCE TARIFF OR JOINT RATE LAWFUL?

*Grain Dealers Journal:* If the published rate in distance tariff, figuring mileage, is less than joint freight tariff rate to the same station, which would be the lawful rate?

This difference amounts to considerable in our shipments of the last two years, but we have made no claim as the distance of other tariffs publishing specific rates.—Rorer Mill & Elevator Co., Shawnee, Okla.

### HOW TO RECOVER FOR SHORT-AGE.

*Grain Dealers Journal:* A car of grain weighed in at shipping point was returned by Buffalo public weights 100 bus. short of shipper's weight. The claim filed by shipper was returned after investigation with statement that car was delivered to the elevator with seals intact, and in good order, but was not weighed under supervision of any railroad official; and client is asked to withdraw claim under the foregoing plea.

We would like to know from other dealers thru the columns of the Journal whether the defense is sufficient to release the railroad company for loss to the shipper, and if not, what proceedings are necessary.—J. D. Rothgeb & Co., Wellington, Ill.

### COLLECTING CLAIMS FOR COOPERING CARS.

*Grain Dealers Journal:* In reply to T. O. Gibbon, who has had trouble getting pay for coopering cars, as stated in this column May 25, I would say that his form of procedure has not been thorough.

My way of proceeding with these claims for grain doors is first to present my claim to the local agent of the railroad company that I am doing business with. He in turn sends it to his superintendent or to his claim agent. In the meantime write the company referring to your claim about every two weeks, depending on how far behind the company is in its correspondence on claims.

Pound away at them; don't let your claim die a natural death; always write a reminder every two weeks, giving your claim number, which is furnished by the railroad company.

If you can not get justice from the superintendent or claim agent, take it up with the general superintendent or general manager. Go after them red hot. Keep a tissue copy of all your claims, then you can refer to them and be sure they are correct. The Grain Dealers Journal in its issue of May 25 gives some excellent advice on this subject.

If the railroad refuses your claim, sue them in justice court. Actions of this kind you can bring yourself.

My experience in getting a claim is generally some hard knocks.

I always procure an itemized lumber and nail bill from the lumber company, receipted, attach this to the list of car numbers I made doors for, stating how many doors I made for each car.

Some of my claims have been returned, allowing me about half of the original claim, with a draft inclosed from the superintendent. Such claims I returned with the draft to the general superintendent, refusing to accept it. The claim would be taken up again with a lot more of unnecessary correspondence and allowed in full.

I have another claim for \$40.50 for grain doors, and according to last reports it will be allowed in full.

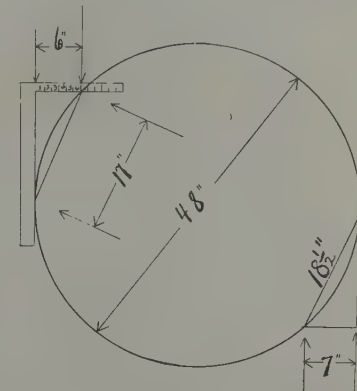
The different farmers, independent and line houses in North Dakota and Minnesota have made such a vigorous fight on claims for grain doors on account of the advance in lumber that the Great Northern and I think other railroads in these states are supplying all stations with a car load of grain doors, which is 500. This station received a car load a few days ago. I noticed the same amount at all stations between here and the Canadian boundary line. The Great Northern is getting them out as fast as it can.

You fellows down in Kansas ought to be as shrewd as we poor unfortunates are up here in North Dakota; but there may be a reason, you feed hogs, we don't.

As a last resort I should apply to the att'y-gen. of the state.—H. B. Borneman, Colgate, N. D.

### PROPER PLACING OF CUP ON BELT.

*Grain Dealers Journal:* In reply to a request in the May to Journal stating that accurate and reliable information regarding proper placing of cups on elevator belts would be heartily welcomed, I will



Measuring Distance between Cups.

say I have made tests along both of these lines and I find the following rules give best results both for speed of pulleys and spacing of cups.

If you are going to use a 6x10 cup take your square and place the tongue on rim of pulley at six inches, bring blade around till edge touches rim of pulley. Mark these two points on rim of pulley; then take square and measure directly across from one point to the other. This will give you the proper distance to place cups on belt for that size pulley, having a 6-in. projection out from belt.

For a cup with a 7-in. projection place the tongue on rim of pulley at seven instead of six and proceed as before.

Apply this rule for any size cups on any size pulley. The placing of the square on the pulley is shown in the engraving herewith.—W. H. Brockman, Atchison, Kan.

The largest leather belt ever made in this country, and which is intended for an elevator located on the Great Lakes, has recently been completed at Baltimore, Md. The belt measures, when doubled, 428 ft. long, or 856 ft. single length, and is 30 inches wide, of double thickness.



# Annual Meeting Grain Dealers National Association

Pres. M. F. Dunlap called the Tenth Annual Meeting of the Grain Dealers Nat'l Ass'n to order in the Auditorium Hotel Chicago, at 10:30 a. m., June 4th. He requested the assembly to rise as the Rev. Smith Thomas Ford delivered the invocation.

Pres. Dunlap introduced Geo. F. Stone, Secy. of the Chicago Board of Trade, who delivered a splendid address of welcome, which was received with enthusiastic applause.

Charles England of Baltimore responded in behalf of the Ass'n.

H. S. Grimes: I move a vote of thanks be extended to the Western Union and the Postal Telegraph Co., for the courtesies extended to us and the free ticker service installed at the door of the convention hall. Carried.

Pres. Dunlap delivered the following address:

## President's Address.

As a rule the president's annual address consists of a statement of what has been done, what is being done, and what ought to be done. I will deviate from the usual custom, leaving these statements to the men that have been doing things for the ass'n during the past year.

I want to congratulate you, my fellow grain dealers, upon this auspicious opening of the Tenth Annual Convention of the Grain Dealers National Ass'n. Such a gathering of men, coming as you do from all parts of the country, interested as you are in the general prosperity of the grain trade, familiar as you are with the conditions that exist in your several states and at your terminal points, you cannot but plan wisely for the good of all. I ask of you your best endeavor during the sessions of this convention. Give to us your best thought, the benefits of your experience, and your hearty good cheer.

A year ago we met far to the east, within the sound of the dashing, splashing cataracts of the roaring falls of Niagara, one of the most picturesque spots on God's green earth. There was much in those surroundings to please the eye and to lend inspiration to the heart. The men who gathered there were representative men, faithful, loyal, earnest, competent and anxious to do well for the ass'n, but over that convention there was resting the gloom of disintegration. Fortunately, to counteract the effect of that gloom, there was a universal belief that a national organization was indispensable, a firm determination that one should be maintained at all hazards, and they planned for that result.

The last year has been one of recuperation; one of reorganization; one in which the interests of the grain trade everywhere in the country have been as well studied, and as much done of a remedial nature as time and means would permit; one in which the actions of R. R. Corporations, in their rating, equipment, and transportation, have also been studied; one in which the laws of the commercial bodies and the laws of the country as they affect the interests of grain shippers and receivers have been given due consideration. It has been a year in which the materials that were at hand have been gathered together and a foundation built upon which it is possible to erect a superstructure of thorough organization, so officered, so financed and supported by such a strong constituency that it will at once command the respect and enlist the attention of both legislative and commercial bodies. A broad organization, if you please, capable of doing aggressive and defensive work in caring for the interests of both shipper and receiver of grain.

The history of the National Ass'n is an interesting one. However, I will not attempt to give you its history at the present time, but will say that we owe much to the men who conceived the idea of arousing the grain dealers of the country to the

necessity of organization, both nationally and locally. This work was not accomplished in a day, but took years, for the policy of uniting the forces of those who had common interests was not so much in evidence then as now. While the work was slow, it was sure, and had its culmination in the Milwaukee Convention, for the fondest hope for a representative convention was certainly realized there. I refer to this convention as an evidence of what we can do in the way of organization and to assure you that, however well organized an assembly may be, unless there is the proper spirit of harmony prevailing and a sincere desire that what is done shall be for the best interests of all, unless selfish ends and ambitions are entirely left out of the proceedings, the efforts of such an assembly will come to naught. Some men or groups of men carried their contentions in the Milwaukee convention too far, and while that convention seemed equal to the tension to which it was subjected and adjourned in apparent harmony, yet the results of those contentions proved disastrous.

It is not for me to say who was in the wrong, nor is it for you, but we should not fail to be benefited by our experience. The questions for us to consider are the questions of the present and immediate future. As I view this assembly of men I see the representative features. I perceive the same capabilities. I notice, however, that we assemble under different formation. The affiliated delegate is not so much in evidence as formerly. I am sorry for this; others are sorry. Those of us who would have the old formation of affiliation have about come to the conclusion that general affiliation is a thing of the past. In my humble opinion a state ass'n that falls to finance an affiliation makes a great mistake. The National must be maintained. It must have a constituency in all the states, and that constituency must be obtained either by affiliation or by direct membership. I believe most of the grain dealers have come to that conclusion, and a happy fact is that all the states favor the one formation or the other, admitting that the National must be maintained.

I ask you, gentlemen, to consider this question of membership carefully during these sessions. Study well the interests of our ass'n. Much is expected of us at this meeting. Let us not disappoint those whom we represent. The bringing about of a good attendance is one feature of success on an occasion like this, but doing something is, after all, that which tells for the future.

It has been a source of gratification to the present administration to receive the kind wishes of so many and to witness the interest taken everywhere in the success of the National Ass'n, also to find such willingness on the part of everyone to lend a helping hand when called upon. I assure you that we have in the grain dealers of the country a force that, if properly utilized, would be capable of accomplishing great things in correcting the abuses that at times oppress the grain dealer and in laying the hand of order on the corporation, whether railroad or other, that unjustly discriminates against our interests.

I want to thank you, gentlemen, and especially my co-laborers, for your indulgence during my administration. I feel that I have not been much more than a figure-head, ornamental or of ceremony. The men who have been doing the work the past year are yet to be heard from. I want to say to you that you owe much to the careful management of your executive committee, the chairman of which is Mr. H. L. Goemann of Toledo, Ohio, and to the vigorous work and untiring energy of your Sec'y, Mr. John F. Courcier. A better force could not have been put in the field.

The pres. appointed the following committees:

Resolutions: Charles England, H. S. Grimes, M. McFarlin, C. D. Jones, W. S. Washer.

Nominations: D. Hunter, G. L. Graham, J. M. Brafford, J. W. McCord,

Arthur Sawers, H. G. Morgan, H. I. Baldwin.

Executive Report: H. L. Goemann, W. C. Goffe, E. W. Seeds, Charles England, G. A. Stibbens, H. N. Knight, W. C. Babcock.

Confirmation Blank: W. T. McCray, A. Gerstenberg, F. W. Rundell, P. E. Goodrich, R. R. Kornegay, C. E. Rose, E. W. Seeds, J. M. Dennis, G. F. Reed, J. S. McClellan, L. W. Forbell, J. T. Marfield.

Auditing Committee: J. W. McCord, J. A. A. Geidel, W. E. Sheldon.

Adjourned for luncheon.

## Monday Afternoon Session.

Pres. Dunlap called the afternoon session to order and announced that the Secy. would read a letter from Geo. A. Coles of Middletown, Ct.

H. S. Grimes: As chairman of the Resolutions Committee I have had a resolution handed me by an Iowa party which it is very pertinent that the Chicago members of this ass'n should hear and my object in bringing it up at this time is, that the Chicago contingent may hear it, as it will come up tomorrow for discussion under the head of the regular resolutions committee report.

Mr. Grimes read the resolution which disapproved of the recent advance of  $\frac{3}{4}$ c in the commissions at Chicago. This resolution was later considered not within the province of the ass'n and no action was taken upon it.

H. L. Goemann read the following report of the Executive Comite:

## Report of Executive Committee.

It affords me considerable pleasure to meet with all of you today, and to be able to report that the Grain Dealers' National Association is still in existence and is a pretty live corpse.

A year ago, at Niagara Falls, the outlook was not very encouraging, but the members got together and concluded that the Association must not go to pieces, but be maintained, and, after a thorough discussion of the matter, and as to how the Association should be continued, it was finally decided that the recommendation which I had made regarding direct membership, should be held in abeyance, and the Association continued under affiliated membership plan, the same as it had been working under.

In order to secure working funds, a subscription was taken, asking the members to lend \$2,500 to the Association, to be repaid from the annual dues of the members, and to such affiliated members as subscribed, the money was to be refunded some day when the Association might be in shape to do so.

The Secretary and Treasurer's report will show just how this money has been used.

The office of the Association, at that time, was in Chicago, but as I was charged with looking after the affairs of the Association, I decided that I could not do the Association full justice at long range, and therefore, with the consent of the balance of the directors, removed the office to Toledo, where I could be in position to give it personal attention.

The first thing that confronted me, was the fact that a great many members were sending in their resignations, and withdrawing from the Association; however, after considerable solicitation, a great many again renewed their membership, and I think, when you have heard our Secretary's report, you will



Opening Session of Tenth Annual Meeting Grain Dealers National Ass'n at Chicago, June 4, 1906.



agree with me that we have done remarkably well, not only in holding a substantial majority of our original membership of a year ago, but also in securing over a hundred new members.

The officers of the Association also did their very best to induce the re-affiliation of the withdrawn state associations. Mr. Reynolds, Mr. Burks and myself were appointed as a committee to attend the Illinois Association's annual meeting at Decatur, and we made a very strong plea to that association for re-affiliation, but were unsuccessful. We finally, however, got the Illinois Association to endorse the National Association and recommend their members to become direct members of the Association on the basis of \$3 a year, as per the new Constitution and By-laws which will be submitted to you later for your approval. We are glad to be able to say that while we have not the direct financial support of the Illinois Association, we have, however, their moral support, and we hope to increase our direct membership gradually in the state of Illinois.

Our Assistant Secretary, Mrs. Frey, decided that she could not afford to continue in the service of the Association in Toledo, and then again, the supervision of the affairs of the Association were so arduous that I could not afford to continue to devote the time which I was compelled to give at that time in order to get the Association in good working order, and therefore, your Executive Committee, after careful investigation and full consideration, engaged Mr. John E. Courcier for the position of Secretary, at a salary of \$2,000 a year, and which was subject to cancellation with the exhaustion of our funds, or, at the expiration of the convention year. Mr. Courcier took hold of the affairs of the Association at once, and renewed efforts were made to induce re-affiliation of the various state associations, and also to increase our membership; also to take up all matters of interest to the trade and to try to be of some benefit to the grain trade, and our efforts in various matters, including the Bill of Lading controversy, etc., have all had earnest attention.

After careful consideration by the officers of the Association, it was decided that it would be advisable to draft a new constitution and by-laws and to put them into effect for the balance of the year, and then submit them to the Annual Convention for ratification. We

have tried to get the new constitution and by-laws as nearly correct as possible, but we realize that possibly there are some points which will need correction, and therefore we would be very glad to have suggestions from the members regarding same. I trust that the Association will endorse and adopt the new Constitution and By-laws, which I will read later.

You will find that we have made some changes in the membership, which now consists of three different classes, the change being that we take in the country grain shippers in unaffiliated territory on the basis of \$3 a year dues.

This also necessitated a change in the manner of electing our officers, and I desire to call your attention to ARTICLE 4 which covers this part.

There are also some other minor changes in the Constitution and By-laws, but these are simply in line, and to make the new regulations uniform.

The question of holding the annual meeting was thoroughly discussed by your officers, and they finally decided to hold the annual meeting in Chicago this year, and it was the opinion that we would be able to get a larger representation of the grain trade at this central point, and that we would also find good weather and a warm welcome here.

Regarding the time of holding our annual meeting, I personally believe that the early part of June is the best time of the year, as it is between crops and is a time when grain is moving but little, and the average grain dealer can therefore get away from home to better advantage.

It has been a pleasure to be associated with the officers of this Association the past year, as they have certainly worked harmoniously together and not one has shirked his duty, and I desire, as Chairman of the Executive Committee, to thank my associates for their hearty support and co-operation during the past year.

I also want to thank our Secretary, Mr. Courcier, for his assistance, and to say that he certainly is entitled to a great deal of credit for the success of the Association, as he has been very energetic and has handled the affairs of the Association in a conscientious, able manner, and I sincerely hope that the Association will again avail themselves of his services for the ensuing year.

In conclusion I would like to make a few suggestions of my own as to the future of the Association.

It would seem to me that the future of the National Association will depend very largely on being able to harmonize the different interests, and also the various state associations. From my observation the past few years while an officer of the National, I have come to the conclusion that for the National to depend on state affiliation will not bring the fullest results. The various state associations are organized differently, and in order to do their work thoroughly need all the money they can get, and more too, it seems; then again, their secretaries naturally are anxious to serve their associations to the best of their ability, and to make a good record, and in the discharge of their duty they naturally in some ways conflict with the Secretary of the National where the National would desire to take the lead—as for instance, in the regulation of abuse at terminal markets, etc., and this, therefore, would bring about dissension.

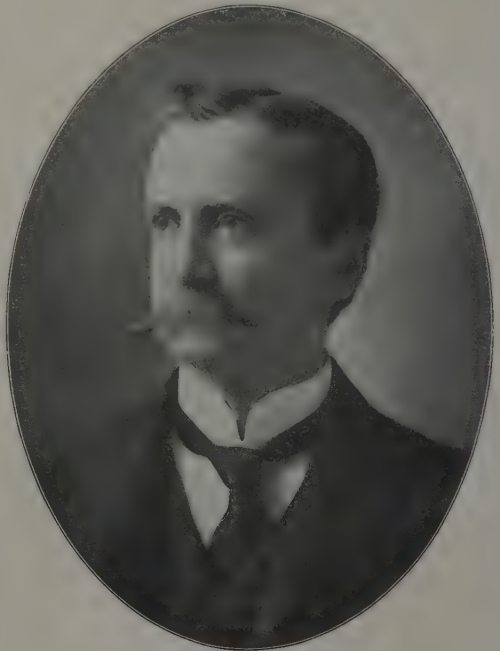
My ideas are that the work of the National Association should embrace all matters of national importance, such as legislation, crop reports, whether in Washington or in the various states, so as to get uniform, fair and just laws and customs. If we could have uniform laws in all the states on demurrage, or on a uniform bill of lading which would be the same whether issued in Nebraska, Illinois, Pennsylvania, Massachusetts or Georgia,—in fact work for uniform laws which in any way affect the grain trade,—it would certainly be a distinct benefit, and in our interchange in buying and selling grain in the various sections of our country, we would know our rights and be able to act accordingly, and not be running into a different law in each state, or different rules and regulations in every territory that we trade in.

Uniform trade rules covering the trading in grain as far as possible, should govern both the transaction between the dealers doing an interior jobbing business, also the terminal markets. Of course, conditions in terminal markets would not be the same as for interior business, and therefore, special rules would have to be incorporated in our general rules to cover such terminal markets.

Then also, the matter of uniform grades of grain should be taken up, and I believe, in the territory east of Chicago and south of the Ohio River, where



Ex-Pres. M. F. Dunlap, O'Fallon, Mo.



First Vice-President Chas. England, Baltimore, Md.

the inspection is free from state control, a uniform inspection and grading of grain could be brought about through united action of the various Exchanges, and which, if found to be working advantageously, could be adopted by the markets governed by state inspection, in such a manner as to bring them in line as far as their shipping grades of grain would go.

Then the matter of arbitration is also a very important one to every member, and it seems to me that with a large direct membership agreeing to abide by the rules of the Association; with arbitration available to each and every member, would be a big help to avoid unpaid claims when differences could not be satisfactorily adjusted between the members interested, because they could go before the arbitration committee and get a prompt and just settlement of the differences at a minimum cost.

With rules governing the transactions for all the consuming section of the east and south, how pleasant and profitable it would be to do business, for then every seller and buyer of grain, by trading under the rules of the Grain Dealers' National Association, and having a copy of those rules, would know just how to do business, and a membership in the National would therefore prove profitable to the western shipper as well as to the eastern or southern buyer,—for no matter whether the business was done in Arkansas, Georgia, Pennsylvania or Massachusetts, there would be a basis for settlement through practical grain rules, that would be fair and just. It would also bring about better methods of doing business at points where no terminal market conditions would govern the transaction. With a large membership, made up of all classes of dealers from all sections, it would certainly bring success to the Association and to its members, and the Association would be National in character as well as in name.

I further believe that the dues should be increased some, as it is very difficult

for the Association to run along and get the best results on a limited income. I believe that the memberships should be classed as follows:

First—The terminal market men, such as receivers, distributors, commission merchants and associate members, who should pay \$15 per year dues.

Second—The direct country grain dealer, who should pay \$5 per year.

Third—The affiliated membership through the state associations. This membership should pay \$1 a year each for each member, excepting as hereafter provided.

The first two classes of members should have the right to vote, while the affiliated membership should not have such right, and thus do away with the conflict that is usual at convention time as to proper representation for vote, because they have their direct members vote in electing the officers, and in addition they elect one Director who has the right of voting for the Executive Committee, the Secretary and the General Committee, thus giving them a pretty good voice in the management of the affairs of the Association; but their Association should be represented by one director and have voice in the management of the affairs of the Association.

The National and the state associations should work together on general matters, and the state associations be given the privilege of submitting matters for action, same as any other individual member.

From experience I find that it has been difficult for our Association to reach the grain trade with information at a minimum expense, and as no doubt there is a great deal of information that could be disseminated by the National Association to its members advantageously, my suggestion is that a monthly journal or bulletin be published in the interest of Association work only, and that it be sent to every grain dealer in the country. No advertisements to be accepted, but purely matters of interest

to the Association to be printed. This, therefore, would not infringe upon the rights of the trade journals, nor deprive them of their income that they receive from advertisements.

Each state would be entitled to a page in this paper for their own use, so that they could reach their membership once a month with such general notices or articles as they would wish to publish; also, any member would be entitled to the free use of this paper on only such articles as relate to the interests of the grain trade. Thus the dealers everywhere would become familiar with what was being done by the various state associations, also by the National, and become more familiar with Association work. In my judgment such a plan would certainly strengthen and enlarge the scope of the Association.

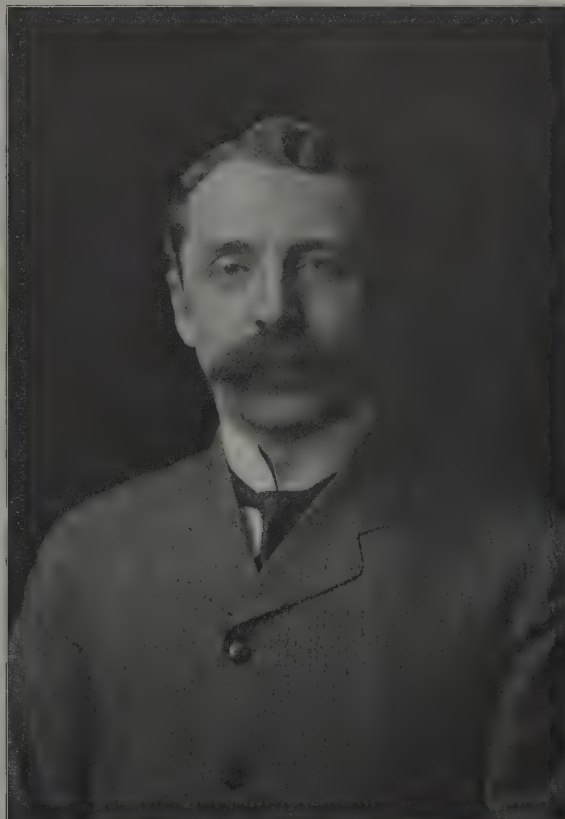
In order to secure the benefit of the special postal rates for paid paper subscriptions, I would suggest that the one dollar dues of the state associations be accepted as the subscription price for each one of their members, and that also one dollar (the subscription price) of every other member's dues, be set aside, or received as being a subscription to this paper.

In addition I would state that where we have direct members in these various states, that the state associations do not pay for such members, but only pay the dues on such of their members as are not direct members of the National. Thus, the more of their association members belonging to the National, the less they would have to pay directly to the Treasurer of the National.

There has also been more or less discussion in the trade journals—especially the Flour and Feed Journals—regarding a National Feed Association, and I believe that the feed dealers could well afford to affiliate with or join the Grain Dealers' National Association to mutual advantage. Separate associations mean weak associations as a rule, on account



Second Vice-President W. S. Washer, Atchison, Kan.



President-Elect Henry L. Goemann, Toledo, O.



of their limited income, where on the contrary any organization with a large income can do a great deal better work for all interested. The Grain Dealers' National Association would be in position to take these feed dealers, give them representation in the Directory, and also make such rules as would govern their branch of the business, and also appoint committees to take care of their particular work, and as it is a general rule that the men who handle feed also handle grain, it would save the member from paying two assessments.

I should be very glad indeed to have a discussion upon the points I have submitted here, and if any of them meet with favorable consideration, to have a committee appointed so as to have them incorporated in the Constitution and By-laws which I herewith submit.

E. W. Bassett: In regard to publishing a paper, I move that that particular section be adopted by this ass'n at this time.

W. S. Washer: I would like to ask what would be the probable cost of such a publication.

H. L. Goemann: The cost of such a publication would probably be only nominal.

E. W. Seeds: If I remember rightly there was a committee appointed this morning to consider Mr. Goemann's report, and I believe it would be proper to refer this matter to them.

E. L. Rogers: I hope Mr. Bassett will withdraw his motion. I do not think it is a matter to be taken up in such a hasty manner.

Mr. Bassett withdrew his motion.

H. S. Grimes: The report of the Executive Comite if adopted, which I hope it will be, will be a benefit to the ass'n. I cannot see one item therein but what is for the good of the ass'n. I think the most important point Mr. Goemann touched on is that of grain rules. Rules that will govern you and me and others in the trade and they can be made to govern every receiver and shipper. The increase in dues is another very important point. It is necessary to increase the dues if you do away entirely with the affiliated membership because you must have funds to run an organization of this kind.

Pres.: There are some inspectors here. One part of this report deals with inspection. If they have anything to say we would like to hear from them.

E. W. Bassett: If you are going to take this matter of rules up I wish that the inspectors would get together and adopt a uniform name for a uniform grade, and call the grain by that name no matter where it comes from or where it goes to.

R. R. Kornegay: In order to facilitate the suggestions made by Mr. Goemann I make a motion that these suggestions be referred to the committee to report tomorrow. Seconded and carried.

The Pres.: The next thing is the report of the Secy-Treas.

Secy. Courcier read the following Secy-Treas. report, which was adopted:

### Secretary's Report.

I take pleasure in submitting to you a report of the work conducted through the Secretary-Treasurer's Office during the tenth year of the existence of the ass'n, and respectfully commend the same to your kind consideration.

When I assumed the duties of my office, August 1st, 1905, I found a condition none too promising. According to the figures made by your Executive Committee at the time of my employment, only 100 direct members were listed as a source of revenue, being 175 less than the number reported by my predecessor at the Ninth Annual Meeting.

The withdrawal of the Illinois and Iowa Ass'ns had been supplemented by the Tri-

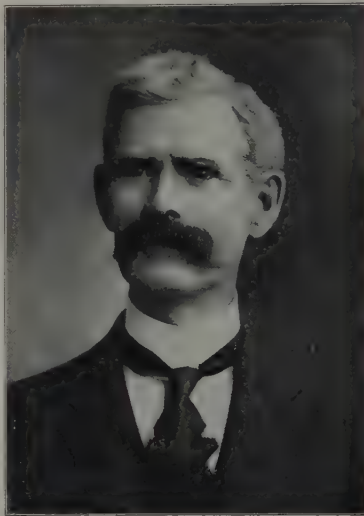
state, Wisconsin, Michigan, New England, Kansas, Texas and Oklahoma Ass'ns, thus reducing the affiliated ass'n's to four, namely: Ohio Grain Dealers Ass'n, Indiana Grain Dealers Ass'n, Grain Dealers Union of Southwestern Iowa and Northwestern Missouri, and Buffalo Grain Dealers Ass'n, the latter having been later absorbed by the Buffalo Corn Exchange, and their affiliation discontinued.



Director Arthur R. Sawers, Chicago, Ill.

Nearly the entire month of August was devoted to disposing of unfinished business, collecting the amounts which had been subscribed to the loan account promulgated at the Niagara Falls meeting, collecting delinquent dues and inducing the withdrawn direct members to return to the fold, the latter being the most difficult of accomplishment, because of the then prevailing impression that the ass'n was breaching its last, and that any money contributed to its further support would be profligate waste.

Having received marked encouragement during the month of August, our work was



Director D. Hunter, Hamburg, Ia.

extended to the solicitation of new members, among the receivers, track buyers and brokers of the various markets.

By reason of the distressing contraction of our list of members, we were deprived of the privilege of referring to our membership roster as an inducement to join and were forced to confine ourselves to a recitation of the advantage of a closer union and a more perfect organization for the protection of the interests of the trade.

In the month of September we were directed by the Executive Committee to prepare the constitution, by-laws, trade and arbitration rules for publication, and to make such revisions as would seem to be best suited to present conditions.

In making the revision we endeavored to preserve all of the good of the old, and to make only such additions as would, in our judgment, conform to well established usages. How well we succeeded

will be for you to judge when the results shall be presented at this meeting by the proper committees for your consideration.

Immediately following the completion of the major portion of the work of revision the Board of Directors instructed us to call a meeting of the officers of the National and the several withdrawn state ass'ns, for the purpose of making a special endeavor to effect re-affiliation. The chairman of the Executive Committee has already reported the outcome of this effort, and the consequent institution of the direct country membership plan; therefore there is nothing I can add for your information, except, possibly, to say that we have endeavored to conduct our correspondence and other official acts in such a manner as to remove as far as possible any doubt that might exist as to the sincerity of the publicly expressed avowals that nothing short of the fullest co-operation on the part of all state ass'ns was desired.

The revised constitution, by-laws and trade rules were approved by the Board of Directors January 1st. Ten thousand copies were printed for distribution, and the last half of the year now closed has been devoted in a large measure to soliciting members and placing copies of our trade rules in the hands of individuals, firms and grain exchanges throughout the country.

We have asked thirty-one Boards of Trade, Grain Exchanges and Chambers of Commerce to adopt the trade rules of the ass'n, and we find the general attitude toward uniformity to be far more favorable than ever before; yet the process of securing the adoption of the rules is necessarily slow, because of the variation of the rules now in vogue in the several markets.

There has been nothing in any of the correspondence addressed to me on the subject to give rise to any doubt as to the feasibility of uniformity in this particular, and it would seem that a little activity on the part of our members in individual support of the movement might materially assist in bringing about the much desired end.

The number of special requests from shippers, receivers and retailers for extra copies of the trade rules has been both surprising and gratifying, but, unfortunately, it did not occur to us to keep a record of such requisitions, therefore we are deprived of the privilege of giving you some interesting figures.

Sixteen trade differences were referred to us during the year. Of this number, five cases reached the Arbitration Committee, four were settled direct, three were against non-members who would not arbitrate, and four are still in the preparatory stage.

The number of cases settled direct constitutes a good index to the potency of organization. The greater number of these cases were filed by our members against non-members who had declined to make settlement, but who, realizing the inexperience of going before the trade with a bad case, were quick to adjust in full when brought to their attention by your Secretary.

We frequently have held and now repeat that the cause of the moral effect, to say nothing of the difference in the cost of arbitration as compared to litigation, is the mere fact of the existence of the arbitration feature is worth the entire cost of the maintenance of the ass'n.

Notwithstanding the fact of our Legislative Committee having been handicapped for the want of funds with which to take the initiative and prosecute any particular case, the ass'n has been placed on record in the two important National questions which have been up for consideration. Before the lower house of Congress passed the Hephurn Bill, copies of the resolution adopted at the Ninth Annual Meeting of the ass'n, together with copies of a resolution prepared in endorsement of the principles declared by the Interstate Commerce Law Convention, Chicago, October last, were sent to the President of the Senate, Speaker of the House and the chairmen of each of the various committees of both houses having jurisdiction. Shortly after the Hephurn Bill reached the senate, copies of each of the three resolutions which will be read by the Chairman of the Legislative Committee were placed in the hands of every Senator in Washington.

Early in March our attention was called to H. R. 1586, introduced by Representative Townsend at the instance of the American Bankers' Ass'n. We immediately secured extra copies and placed them in the hands of our officers and Legislative Committee, with the result that a protest was filed with the American Bankers' Ass'n against the bill in its original form. This action was immediately followed by the appointment of a committee, in the



Director A. E. Reynolds, Crawfordville,  
Ind.



Director G. L. Graham, St. Louis, Mo.



Director J. W. McCord, Columbus, O.



Director W. C. Goffe, Kansas City, Mo.



person of Mr. England of Baltimore, to appear before the House Committee on Interstate and Foreign Commerce. The outcome of this effort will be reported by the Chairman of the Legislative Committee, but in passing we are constrained to state it as our firm belief that your Ass'n played an important part in preventing a division of the most important features of the Bill of Lading proposition.

There is no need for taking the time to make a detailed report of the numerous and varied methods we have employed in our quest for new members, particularly so long as you may be assured that such methods were in strict accordance with the fixed policies of the Ass'n. It may be said, however, that the work incident to this department was tedious and never ending, but pleasant, as a whole, for the reason that we knew ourselves to have been offering something that would be of far greater worth to him who contributed to the support of the Ass'n than was represented by the amount of dues required to sustain his membership.

At no time have we gone out on the basis of charity, but, on the contrary, every new application solicited and accepted has come to us upon our representation that we were giving as much if not more than we were receiving. A membership established on any other principle cannot be relied upon when concert of action is necessary to the furtherance of some prime essential.

We think we have laid our new foundation in such a manner as to justify the prediction that if the outcome of this meeting shall be such to warrant a continuation of the work already begun, the present membership, as I shall report it to you later, can easily be doubled within the next twelve months.

We have conducted some correspondence on the subject of the amalgamation of the feed and grain interests under the head of the Grain Dealers National Ass'n, but the results were not sufficiently tangible to enable us to formulate a proposition to our officers.

We took the position that since the constitution, by-laws, trade and arbitration rules of the National are more accessible for comparison, the feed interests should prepare a statement defining their needs and recommending such extensions and amendments as in their judgment would take care of both branches of the trade without prejudice to either, whereupon, the President of the National, with the approval of either the members of this Ass'n in annual meeting assembled, or the Board of Directors between meetings, could, if he might so elect, appoint a committee of

grain dealers to confer with the feed dealers for the purpose of eliminating differences and making recommendations.

We have been asked to discuss the proposition through the press, but did not think it within our province as Secretary to attempt to fix the policy of the Ass'n without the authority of the officers whom you elect for that purpose.

Since the last annual meeting we have sent out 65,000 pieces of printed matter, including booklets, trade rules, typewriter circulars, application blanks, resolutions, etc., and approximately 9,000 personal letters.

We also have issued 445 membership cards to our members, their buyers, salesmen and general representatives. In getting up this card we endeavored to give our members something worth showing, and take this method of thanking all those who have spoken kindly of the idea and the manner in which it was executed, and who have furthered our work by placing the cards in the hand of their representatives.

I have attended four conventions since August 1st. We might add, as a matter of business information, that on each of the above occasions we secured more than enough applications for membership to delay our expenses.

We received a number of very cordial invitations in addition to the above, and were grateful for the recognition, but the apparent inadvisability of incurring the expense in some instances, and the press of work in others, rendered it impossible to avail ourselves of all of the several opportunities.

We wish to thank the trade press for the space devoted to our affairs during the year now closing. Wholesome deeds deserve earnest and wholesome appreciation. We fully appreciate the value of the press and commend the same to our members, both for information and advertising purposes.

I am especially grateful to the officers and members for the hearty support they have given me since I took charge of the office of Secretary-Treasurer.

In order to carry on any work effectually it frequently is necessary to vary somewhat established usages, and at such times and in emergencies of special importance our officers have promptly given us authority to go ahead and in addition have supplemented our efforts by individual endorsement.

The letters we have written to our members have in the main been promptly answered, and such information as we have at different times and on different purposes requested has been readily fur-

nished in a clear and comprehensive manner, thus enabling us to conduct the business of the office advisably, and with the assurance that the spirit of the will of our members, which in ass'n work is paramount to individual ambition, was being carried out.

**Financial Statement.**—The following receipts include \$163.50, dues paid to July 1st, 1907, and the disbursements include bills carried over from last year, approximately \$350.00.

I also wish to report that a number of officers' bills for last year, amounting to \$11.50, were canceled by those to whom the amounts were due. Receipts for the year from all sources, \$5,314.56.

Disbursements for the year \$4,398.01; balance on hand, \$916.55.

**Membership Statement.**—Direct members: Year ago, 275; enrolled: Class "A," 51; class "B," 53; associate, 8; total enrolled, 112. Total, 387.

Withdrawn and suspended, 80; present direct and associate membership, 307.

Affiliated members: Year ago, 677; decrease in membership of State ass'n's, 27; Buffalo dissolved and withdrawn, 22; total decrease, 49; present affiliated membership, 628; total present membership, all kinds, 935.

C. A. Burks: I move that a comite of five be appointed from this ass'n to confer with a comite from the various car service ass'n's including the presidents and the secretaries of the National Hay Ass'n and the various state ass'n's. Seconded and carried.

A. G. Tyng, Chairman, reported as follows for the Membership Comite:

#### Report of Membership Committee.

The keynote of the National Grain Dealers Ass'n is its membership. The comparatively limited membership of the National Ass'n is a matter of astonishment to all interested parties who give the matter thought. There are fully 25,000 separate business interests in the United States handling grain in sufficient quantities to make a membership in this Ass'n most desirable and profitable.

As it now stands, on June 1, 1906, we had 275 members, of whom 19 were delinquent and should not have been included in our list, making actual membership 256. During June and July of last year we had many resignations, and while we have since then had a large number of new applications for membership, yet our increase does not

(Continued on page 667.)



Toastmaster Walter Fitch, Chicago, Ill.



Secretary John F. Courcier, Toledo, O.

## The Banquet.

The banquet given to the members of the Grain Dealers Nat'l Ass'n by members of the Chicago Board of Trade in the large dining room on the top floor of the Auditorium on the evening of June 5 was by far the most magnificent entertainment the grain trade has ever been a party to.

Plates had been laid for 600 banqueters, the speakers and honored guests being seated on one side of a long table which was placed at right angles to all other tables so that the speakers faced every guest.

The large dining room with its high, graceful arches brilliantly illuminated and the tables lavishly decorated with pinks, peonies, ferns and candelabra presented an imposing spectacle. After all had done full justice to the menu, Toastmaster Walter Fitch welcomed the visiting dealers, commended the ass'n for its compulsory arbitration and praised the new president for his many good qualities.

Pres. Goemann thanked the toastmaster for the welcome and entertainment and extended his personal thanks for the kind words.

The banqueters were treated to three splendid orations, full of interest to every citizen, whether engaged in the grain trade or not.

The first to hold the attention of the dealers was the Honorable James H. Eckels of Chicago, who spoke on "Over Legislation."

He was followed by the Honorable W. J. Calhoun of Illinois, who dealt with the "Relations of Commerce to the State."

The Honorable G. C. Blackstock, K. C., of Toronto, Ont., in dealing with "Canadian-American Reciprocity" held the close attention of every banqueter, and frequently was interrupted with hearty applause expressing approval and delight.

With the breaking up of the banquet the annual meeting was at end. Chicago had done itself proud by entertaining the

visitors on such a grand scale. It has helped to infuse new enthusiasm into the National Ass'n and Chicago Board of Trade members won the hearty encomium of the visitors.

## Meeting of Chief Inspectors.

The sixth annual meeting of the Chief Grain Inspectors National Ass'n was held on the morning of June 5 in a parlor of the Auditorium Hotel, Chicago.

In the absence of Pres. John O. Foering, the meeting was called to order by Chas. McDonald, Jr., of Baltimore.

Two new members were admitted: John A. Costello, chief inspector at South Bend, Ind., and F. T. Washington, chief inspector at Norfolk, Va.

Many matters of interest had been so thoroughly discussed informally the day before that the session was devoted mostly to routine.

E. H. Culver declared that eastern inspectors were not living up to the agreement to furnish samples, and stated that no claim was considered unless official sample was furnished.

The following resolution, offered by Mr. Shanahan, was unanimously adopted:

Whereas, It was stated in the convention of the Grain Dealers National Ass'n that this Chief Grain Inspectors National Ass'n has not done anything toward uniform inspection; and whereas this Ass'n has done everything consistent, including formulating grades and recommending same to the different inspection authorities, therefore be it Resolved, That this Ass'n reiterates its position in regard to uniform grading; that we are and always have been in favor of uniform grading of grain.

A letter from Mr. Foering, relinquishing the office of pres., which he has held four years, was read, and the secy. was instructed to write him expressing their regret that he was giving up the work he had so earnestly striven to promote.

A request that the Ass'n appoint a member to attend the meeting of the Operative Millers Ass'n at Memphis, was read and laid on the table.

An invitation to hold the next annual

meeting at the Jamestown Exposition was read.

Chas. McDonald, Jr., was elected pres., and his few well chosen remarks accepting the honor were applauded.

E. H. Culver was elected vice-pres.

The nomination of W. L. Richeson to succeed himself as secy-treas. was enthusiastically received, Mr. Richeson having discharged the duties of the office most efficiently. The Ass'n now has a cash balance in its treasury for the first time in its history, and the announcement of the fact elicited jokes on the advisability of putting the treas. under bond.

After adjournment those present repaired in a body to a studio for a group portrait.

Those present were Chas. McDonald, Jr., chief grain inspector, Chamber of Commerce, Baltimore, Md.; E. H. Culver, chief grain inspector, Produce Exchange, Toledo, O.; W. L. Richeson, chief grain inspector, Board of Trade, New Orleans, La.; John D. Shanahan, chief inspector, Corn Exchange, Buffalo, N. Y.; J. W. Radford, chief, and W. J. Graham, supervisor, at Kansas City, Kan., for the Kansas State Grain Inspection Department; Sam. H. Smith, supervising inspector, and Geo. B. Powell, chief clerk at Chicago of the Illinois State Grain Inspection Dept.; F. Einstman, Jr., chief grain inspector at East St. Louis, Ill., of the Illinois Dept.; F. W. Eva, chief grain inspector at St. Paul of the Minnesota State Grain Inspection Dept.; W. J. Duffy, chief grain inspector, Commercial Exchange, Philadelphia, Pa.; J. Worth, Baltimore, Md.; G. H. K. White, chief inspector, Produce Exchange, New York, N. Y.; F. T. Washington, chief grain inspector, Norfolk, Va.; V. L. Nye, chief grain inspector, Cleveland, O.; E. R. Gardner, chief grain inspector, Merchants Exchange, Memphis, Tenn.; Alfred Anderson, chief grain inspector, Board of Trade, Peoria, Ill.; John A. Costello, South Bend, Ind.

## The Chief Grain Inspectors' Association.



Inspectors at the Annual Meeting of the Chief Grain Inspectors National Ass'n, Chicago, June 5, 1906.

Rear Row from Left to Right: W. J. Duffy, Alfred Anderson, F. W. Eva, Geo. B. Powell, Sam H. Smith, W. J. Graham, J. Worth, G. H. K. White.

Middle Row: E. H. Culver, Chas. McDonald, Jr., Wm. Smillie, W. L. Richeson.

Front Row: John A. Costello, J. W. Radford, V. L. Nye, F. Einstman, Jr., E. R. Gardner, John D. Shanahan, F. T. Washington.





Banquet Tendered Grain Dealers National Ass'n Members by Board of Trade at Auditorium Hotel, Chicago, June 5, 1936.

## Annual Meeting Grain Dealers National Association.

(Continued from page 664.)

show to their trade connections the great benefit of this Ass'n, the results would be soon felt.

This Ass'n is a matter of constant insurance to all grain dealers belonging to it, as far as their business with fellow-members is concerned.

This feature should make all parties in general market use every effort to increase the membership of the Ass'n, as a matter of personal interest (which it certainly is to us all), by using their personal influence in conversation and correspondence for its increase, and also insist on their various employees doing the same.

This is not a matter of sentiment, but a simple business proposition, and the result will pay larger returns for your effort than are usually obtained. We trust that you will at least make the attempt to secure the great gain which will come to all of its members and the grain trade at large by using every effort to increase the membership of this body. This means the general acceptance of uniform trade rules, arbitration of differences and a minimizing of those misunderstandings which occur in the grain business at times. It is not fair to ask only a few of the parties interested to do this work; put your shoulder to the wheel and do your share.

E. L. Rogers read the following paper on Uniform Grades:

## Uniform Grading of Grain; Should It Be Under Governmental Control?

This question becomes especially important at present not only to the grain trade in general, but of vital interest to the farmers throughout the land who raise the grain in this great and resourceful America, as well as to the country elevator men who handle the grain almost from the starting point.

Happily it is for business needs of the Republic that the "Square Deal" idea is dominating every centre of trade, and it is sincerely hoped that it has come to stay with us. Reforms are in the air everywhere, in these days, and along these movements toward betterment, upon the broad and solid principle of "the greatest good to the greatest number," advanced and progressive lines of reforms are being formulated in the leading centres, with the principal storm point at Washington, with President Roosevelt, the strenuous promoter. Like the mighty rushing of the angry waters of the mountain torrent after the storm has spent its fury, as they sweep onward to the open sea, it is useless to attempt to stem the rapid current, or the rolling billows of trade reforms.

Rights are firmly insisted upon, wrongs are being remedied and the great reforms and investigations of past methods in business and trade affairs, like the recent earthquake in San Francisco, are shaking the unjust and reprehensible methods heretofore in vogue.

It has come to pass in these times that the cry of the dissatisfied inhabitants of the states has become so loud and earnest that the Chief Magistrate of the Nation has found it necessary that relief may come to the masses, to take rigorous hold of some of the big corporations and have rigid restrictions placed upon them in order to check their unlawful practices.

The uniform grading of grain should be in the hands of the legitimate grain trade, under the supervision of the different Grain Exchanges of the country, and not under political or national control. If, however, we are to secure to our business and trade interests, we may expect governmental interference and control of the whole subject, and it is up to us to make a prompt decision.

The following article appeared in a prominent western newspaper on the 2nd day of May last:

"Cash No. 1 Nor. wheat which is now May wheat was quoted about 2½¢ over May yesterday. Yet over 3 million bushels No. 1 Nor. were delivered on May contract yesterday which reads somewhat incongruous and needs explanation for the reason a buyer would be foolish to pay the premium for cash wheat when he could buy the May at a discount. Fact is, the wheat, commanding the premium is choice the mixers buy, whereas the May is just good enough to pass the inspection, the difference in quality making the difference in value. One representative choice grade, the other a partly spoiled one. The quotations are misleading to the public unless the latter understands them.

Very little wheat is bringing the premiums and should be quoted as special, so the people may understand the reason."

It has become a well settled opinion that a regular and satisfactory system of grading grain is an absolute necessity; not a system that seems to be in vogue at many of the grain centres which is to have an inward and outward inspection, at the same time operating under one set of rules. I understand it is no uncommon thing, and I think that I might say, quite the custom, that grain inspected out of an elevator, would not be accepted back as the same grade; or in other words,—the grading is higher inbound than outbound. This to my mind, is not right and is ruinous to the trade. We of the east, or in fact, buyers the world over, must be content with grain that has been mixed and remixed and adulterated until we not only get the minimum of the grade, but we are very apt to get grain that most likely would not be taken back to the elevator from where it came or possibly back into any public elevator, on the same grade, although we hold a certificate of inspection of the grade.

It is just such things as this that are causing this "hue and cry" for a change in the inspection of grain. To my mind, uniform grading of grain is entirely practical as applied to all kinds of grain, I might say with the single exception of corn, which is governed more or less by climate changes, this article depending perhaps more than any other of the cereals on its condition as to dampness on arrival at destination.

I do not wish to be considered pessimistic on the question but desire in a manner to sound a note of warning that something may be done for the relief of the grain business, and if Uniform Inspection will bring about a better condition of affairs, then I say with all sincerity let's have it, and the sooner the better. But I am confident the trade men who are in the business, are better calculated, better qualified and at least better understand what is required in the grading of grain, than any other set of men, especially men appointed either by state or the general government, and if any men of the west would make a move and break away from your state inspection, get it out of politics, and place it where it properly belongs, under the control of your various boards of trade and exchanges. That would at least be a step in the right direction, and it is my firm belief that, if grain exchanges, the warehouses and the elevator companies at the official grain terminals and the leaders of the grain trade do not get together upon a uniform system of grading of grain, the United States Government will step in and certainly assume control of the whole matter. I feel the Grain Dealers National Ass'n should take some action in the matter and I trust a resolution will be offered at this Convention on which the views of the different members may be heard on the subject.

Following is a national speech of Senator P. J. McCumner, delivered in the United States Senate in March, 1904:

"Conditions have changed within the last twenty years. Combination, combination everywhere, crushing the weak, combination cornering the markets, combination overriding and destroying the law of competition, combinations of great elevator companies, which fix our grades, determine what our prices shall be, place us entirely at their mercy. These are conditions requiring legislative action. We cannot meet them as in days gone by. The great commercial interests are so clearly bound together that there are no longer competitive channels to which we can go for relief. More than one-half the population of the United States are agricultural. The Government, therefore, is interested and deeply concerned in their welfare from a national standpoint."

So we must be alive to our common interests and be up and doing, remembering that "Time and Tide wait for no man," and let us profit by the past and keep in view the words of warning that the immortal Shakespeare gives to the world in his "Julius Caesar":

"There is a tide in the affairs of men Which taken at the flood, leads on to fortune, Omitted, all the voyage of their life Is bound in shallows and in miseries."

R. R. Kornegay: Experience teaches me that this is one of the most important subjects that has been brought before this convention. You have no idea of the difficulty we in the Southeast encounter in buying by grade. Our section of the country would be vastly benefited by a uniform grade.

## R. R. Kornegay Speaks for Uniform Rules.

In my humble opinion, if this organization, which is dedicated to the accomplishment of the interests of the interests and the advancement of the general welfare of the grain dealers, shippers, receivers, and I might go so far as to say the farmer who grows grain, accomplishes nothing more than the establishment of a uniformity of grades—a standard by which every section of this vast country, North, South, East and West, can class or grade grain for the mutual protection of all concerned—it will have been productive of infinite good and a shower of blessings that will cause all the members to sing its praises and thereby prove a stimulus to strengthen and increase the membership of the Grain Dealers Ass'n.

If away down South in Dixie, where the sugar cane grows and the cotton blossoms bloom, the raisers, handlers, sellers and buyers have established classification accepted by the cotton mills in the East and abroad for so delicate a fibre as cotton, it does appear to me that a standard by which to grade grain can be upheld and maintained. The classification for cotton is more difficult and complicated than that of grain.

In conclusion let me say that the dishonest, unreliable, irresponsible dealer can never be eradicated and will continue to bob up to annoy and pester the man who is governed by the principle that "Honesty is the best policy" in the grain business, until a uniformity of grades is established.

J. D. Shanahan said:

## J. D. Shanahan Favors Uniform Rules and Standard Samples.

We need not only the same rules to grade by in the different markets, but we also want to have some authority over the representatives of the different Exchanges who enter into a contract for this uniform grading of grain, to select such samples as in their judgment they think represent the different grades. If we do not do this it is doubtful if any two men of us will interpret the same rule using the same language to mean the same. Each one of us might interpret it differently. Several years ago I was invited to talk before this ass'n at Des Moines and it struck me then, and I do not know that I have changed very much in my ideas since then, that in order to bring about this uniform inspection we ought to have uniform standard samples, and it seems to me that it would be the greatest aid and perhaps the strongest argument for keeping these grades uniform, to have these standard samples standardized by the United States Government.

Now, that is entirely different from government inspection. I do not want to be understood that I favor inspection of grain by the government, but I do not believe you can ever get the grain Exchanges together, nor do I believe that the Grain Dealers National Ass'n has the authority to either compel or even influence these different exchanges to get together and make these rules absolutely the same. I do not believe that is possible. As Secy. of the Chief Inspectors National Ass'n for several years, I had correspondence on this subject. However, we need is a beginning, and I believe firmly that if we can get a uniform set of rules using the same phraseology and make them as comprehensive as possible, leaving out such words as "reasonably clean," "reasonably dry," and all that sort of thing, and take it out of the hands or judgment of different men to say what is "reasonable," we will make a beginning.

Two years ago the Chief Grain Inspectors Nat'l Ass'n took the matter up and formulated a set of rules which we tried to get the ass'n to recommend to the different Exchanges for adoption, believing that if we could get the Exchanges to use uniform phraseology in the rules that they lay down for their inspectors to grade by, a long step forward had been taken.

We cannot expect to accomplish uniform inspection in one year or two years or ten years, but a beginning has to be made somewhere, and I think that beginning can be made right here.

E. H. Culver said:

## E. H. Culver Favored Uniform Inspection Rules.

As one of the representatives of the Toledo market, I have worked for uniform rules and uniform phraseology on all grades of grain in all markets. I want to differ a little with Mr. Shanahan when he stated that this ass'n was not strong enough to force the different exchanges to adopt uniform rules; I think it is. I think this ass'n should adopt such rules and see to it that they are instituted. When you get up these rules get an inspector from each



city and let him give his opinion on what these rules should be. By doing this you could get his opinion as to how he can grade your grain in his market. As for uniform rules, my market has always been in favor of it. As it is now there is no uniformity. We have one grade in Chicago, one in Kansas City and one in St. Louis and one in Toledo.

A. G. Tyng: I move that the Grain Dealers National Ass'n recommend that each public market appoint a delegate and that these delegates meet at their convenience to endeavor to form a uniform standard for the various grades of grain and the phraseology for such grades. I believe that is the best way we can reach it and I believe that sometime within the next two or three months if each market sends a delegate we can agree on uniform phraseology for the different grades.

Chief Inspectors W. L. Richeson, G. H. K. White, V. L. Nye, and F. Einstman, Jr., expressed themselves in favor of the establishment of uniform rules for grading grain.

Mr. Tyng's motion carried.

The Pres. appointed the following Comite on Demurrage: C. A. Burks, E. W. Seeds and W. S. Washer.

Adjourned until Tuesday morning.

## Tuesday Morning Session.

Pres. Dunlap called Tuesday morning's session to order and announced that E. M. Wasmuth, Pres. of the Indiana Ass'n would read a paper on Organization.

Mr. Wasmuth read a paper, which will be published later.

Geo. A. Wells read a paper on Better Crop Reports, which will be published later.

G. A. Wells: I would suggest that the Nat'l Ass'n have a standing comite on Crop Reports and Estimates.

H. S. Grimes: I believe that this exhaustive and very comprehensive paper by Mr. Wells should have more than passing consideration by this convention. I took this matter of better crop reports up before the Nat'l Hay Ass'n at Baltimore in 1899 and at that time I was very severely criticised by some of the eastern newspapers. At that time I claimed that the government method of supplying crop reports was a farce.

The government report as it is compiled at present is not correct and will not be until there is some plan formulated different from the present one. We have as you are aware, a government free delivery mail service, carriers that travel over all the agricultural counties as well as all other counties. I think that the time will come when the government's efforts to secure correct crop reports will be placed in the hands of the free delivery mail carriers. I believe by that means that we could get a government crop report that would be almost perfect, as near perfect as it would be possible to make it.

Pres.: I will state that the ass'n contemplates appointing a comite to bring about the condition mentioned in Mr. Wells' paper.

Mr. Wells: I have corresponded and talked with a great many grain men about the method of gathering reports by the government and I find that there are very few that understand thoroly the government plan. I would suggest that every one here write and get a report of the Bureau of Statistics on the government plan. You will find that the government aims at one thing and that is to get an expert knowledge of the condition. The reports you would gather as Mr. Grimes suggests, I think would not be correct. It would be an estimate by

farmers. When you take estimates by any class of men you are going to get one side of the question. They are apt to drift toward one side of the question depending on which side of the market they are on. You will find that this government report provides for gathering reports from experts.

The Pres.: Mr. Halliday saw me this morning and said he had some business that had to be attended to and asked me to have his report for the Legislative Comite read:

Secy. Courcier read the following report of the Legislative Comite:

Secy. Courcier read the following report of the Trade Rules Comite:

### Report of Legislative Committee.

Your Committee on Legislation, in taking up their duties for the past year, found their work outlined to a great extent. At your annual meeting held at Niagara Falls, June 2d and 3d, 1906, you passed a resolution which reads:

WHEREAS, in view of the public character of the business of common carriers, it is but fair to the people and to the common carriers themselves that the National and State Governments should reasonably and conservatively regulate said common carriers; therefore, be it

RESOLVED, That we, the Officers and Members of the Grain Dealers National Association, in our Annual Convention assembled, at Niagara Falls, do endorse the recommendations made by President Roosevelt on this subject in his message to Congress, especially that portion of his message which recommends that the Interstate Commerce Commission be empowered to substitute reasonable rates in lieu of rates declared by the said Commission to be unreasonable.

You will note this resolution committed our Ass'n to the endorsements of President Roosevelt's recommendations giving the Interstate Commerce Commission authority to substitute reasonable rates in lieu of rates declared by said Commission to be unreasonable.

On October 26th and 27th, 1906, there was held at Chicago, in the Steinway Hall, a meeting called by the Interstate Commerce Law Convention. This meeting was called to also endorse President Roosevelt's recommendations and was attended by shippers from every part of the country. Some of our members are no doubt familiar with the effort made to disrupt this convention on the part of the interests who were supposed to be working for the railroad company. Their efforts, as time has shown, proved of no avail. Your Ass'n was represented at this convention by Messrs. John B. Daish, John F. Courcier and H. E. Halliday, and we, as representatives of your Ass'n, tied ourselves to the following resolution which was adopted at the above convention:

### RESOLUTIONS

Unanimously Adopted by the INTERSTATE COMMERCE LAW CONVENTION.

Held at Chicago, Ill., October 26, 1906.

### RESOLVED,

FIRST: We, the delegates, assembled in convention at Chicago, under a call issued to those commercial, producing and manufacturing organizations that sustain the President of the United States in his publicly expressed views as to Interstate Commerce Law amendment, congratulate the country that Theodore Roosevelt, as President of the United States, has shown his wisdom and patriotism in recommending to Congress constitutional, effective and just measures for the regulation of Interstate Commerce that shall provide for the people a national tribunal with power to substitute a reasonable and just rate or classification for one proven to be unreasonable and unjust, and yet that shall preserve to the railroads just and reasonable control over their properties and revenues.

We also commend the House of Representatives for having shown a spirit of earnest co-operation with the President in his efforts to thus remedy existing transportation evils.

SECOND: We specifically agree with the President that the only constitutional and effective method for the supervision of rates, classifications and practices is by amending the Interstate Commerce Act so as to provide that:

"The Interstate Commerce Commission should be vested with the power, where a given rate has been challenged, and after full hearing, found to be unreasonable, to decide, subject to judicial review, what

shall be a reasonable rate to take its place; the ruling of the Commission to take effect immediately and to obtain unless and until it is reversed by the court of review."

THIRD: The amendment of the Interstate Commerce Act should be sufficiently broad to cover all interstate transportation service, including all charges, regulations and exactions in connection therewith, whether for facilities provided by the railroads themselves or through arrangements with others.

A few months after the Interstate Commerce Law Convention was held in Chicago, we received word from Mr. E. P. Bacon, Chairman of the Convention, that while it was the general impression that legislation would be enacted at the present session of Congress for the regulation of railway rates, there was reason for apprehension that the railway interests, through their powerful influence, might secure such modifications of its scope as to seriously impair its efficiency, this being particularly the case with reference to unjust prevention of the discrimination between different localities and between different descriptions of traffic. Realizing that we had only a limited time in which to act, we drew up the following petition, which we forwarded to Washington:

### Petition to the Fifty-Ninth Congress.

The officers and members of the Grain Dealers National Ass'n respectfully petition the Fifty-Ninth Congress that, in considering the question of the Federal regulation of the acts of railroads, it give full consideration to such discriminations as are produced by rates and to unjust discriminatory in their effect, as between different localities or sections, or different commodities, the only apparent remedy for which lies in establishing a just differential to be maintained in their relations to each other with due regard to the conditions and circumstances affecting the traffic.

Whether our efforts along the above line were instrumental or not in securing the desired legislation, we nevertheless have occasion to congratulate ourselves on the successful outcome of the Hepburn Rate Bill, this bill having passed the Senate in its amended form on May 12th, 1906, by a vote of 71 in the affirmative to 3 in the negative. What effect the bill will have is admittedly a question largely of personal opinion. Of the many men in and out of public life in the United States to-day, none is in a better position to give a judicial opinion of the legislation and its effects than Shelby M. Cullom, of Illinois, and he expresses himself as being well pleased with the passage of this bill. It has been a great victory for the friends of railway rate legislation and is a far better bill than when it came to the Senate from the House.

In closing our report on this most important legislation, we cannot refrain from calling to your minds the name of one man whose name will always be associated with rate legislation, a man who faced the most trying situation with a fortitude almost unparalleled in commercial records. From the outset his efforts have been effective and well directed; he has stood by his trying position to the end, and no one can help but praise and admire his tenacity of purpose. Mr. E. P. Ballou, of Milwaukee, more than anyone else outside of public life, deserves the credit for standing firmly and everlastingly to the principle of railway rate legislation.

Uniform B/L.—In conjunction with our interest in the Interstate Commerce Rate Bill, we have taken active interest in the uniform bill of lading legislation. On March 21st, 1906, we were notified that the Committee on Interstate and Foreign Commerce of the House of Representatives would grant a public hearing to all who might wish to speak on the question of H. R. Bill 15546, this bill having been drawn under the auspices of the American Banking Ass'n. Mr. England, of Baltimore, being thoroughly familiar with these matters, kindly consented to represent your Ass'n before this committee and was instructed to recommend the embodiment of an amendment to have the bill held at the conference of the common law rights of shippers, as well as the negotiable features as embodied in the original bill.

At the close of this meeting the Chairman of the Carriers Bill of Lading Committee appeared and stated that during the last eighteen months they had held several conferences with the Shippers' Bill of Lading Committee, both committees having been appointed at the suggestion of the Interstate Commerce Commission. He further stated that they had about reached an agreement on point of issue between them and were leaving in the afternoon in which the bankers were interested. He stated also that it was very possible that an agreement would be



reached at a meeting soon to be held and suggested that the above bill be held in abeyance pending this message, as in the case of an agreement he believed the bankers would then be invited to the conferences on the sections in which they were interested, so that all points of agreement between the shippers, carriers and bankers might be embodied in the new uniform bill of lading, the same to be presented to Congress for enactment into Law. The bankers thereupon agreed to an adjournment of the hearing, in view of the advantage to be gained thereby. Your committee recommends that this most important matter should be given careful and continued thought, so that the progress may be constant. And we would suggest that our members freely discuss and suggest anything that may be done to bring about a prompt and satisfactory solution of this matter.

**Carmack Amendment:** Since drawing up the above report we beg to advise the following amendment, known as the Carmack amendment, was offered to the rate bill, and it is reasonable to suppose it will go through with the adoption of the bill.

Upon motion the report was accepted.  
C. A. McCotter, Secy. Grain Dealers Mutual Fire Ins. Co., read the following paper on Mutual Insurance:

## Mutual Fire Insurance.

As I look over the program of this convention, and note that I am speaking for an active worker in association work, it is all the more a compliment to address you as one of the family. If not as a brother grain dealer, then as a foster brother, because of a mutual interest in every problem that affects the welfare of the grain trade. The Grain Dealers Mutual Insurance Co. is not the owner of any elevator, yet it has an indirect interest in the preservation and financial success of over four and a third million dollars worth of country elevator property, an interest greater than that of all those gathered here. Therefore the problems which affect it affect the insurance company, so that it has the same interest in the benefits of ass'n as yourselves.

Insurance is like any other business and in the end the consumer or purchaser pays all the bills connected with the production or carrying on of the business. It has been conducted like other lines of business, solely with a view of profit to those owning the business. The law of supply and demand largely governs its success the same as any commercial enterprise. An unreasonable high cost through combinations or otherwise, restricts the sale of policies until the expense ratio on the smaller business eats up more than the extra profits. On the other hand the extreme low price, usually due to the demoralization of competition, weakens the insurance company, causes failures, creates lax methods and in the end, for the sake of the best service to the policyholders. A grain dealer can trace the same principles of good or evil in the insurance business that he finds in his own business. Competition or the effort to give something for nothing will weaken the financial strength. Co-operation for mutual benefit will strengthen and at the same time distribute the profits over the many.

There has been a great evolution during the past fifty years in all lines of commerce. Old methods of conducting a business are not the most successful today. The enterprising grain man is the one who has reformed his methods to the changed conditions. While the new conditions are leading to lines of specialization, the prominent feature being developed is the brotherhood of man—the strength that comes in union as against the weakness of the individual.

This introduction is the basis of comparison between insurance and any other commercial enterprise, and between ass'n effort and individual indifference. The insurance business has been one that has practically never been compiled in its methods to lessen expenses or losses. On the other hand it has formed ass'ns almost solely for the regulation of prices and with no reference to economy and reduction to the consumer. Through selfish interests in the membership of the ass'ns there has never been compiled any reliable statistics as to the cost for insurance. The only problem has been a price large enough to meet the losses, expenses, profits and a surplus for emergencies. It is known that certain classes of property produces more than its portion of profits to make good the losses and on other classes, yet no equitable adjustment of rates is made in the interest of the "pre-

ferred" business. The cost charged for country elevator insurance is largely a guess as to what the business will stand, and it has been shown that the price asked is based on competition.

In the year 1902 the insurance rates on country elevators were increased about fifty percent, under the claim that elevator premiums did not pay for the elevator losses. Nothing was offered by the insurance companies to improve the quality of the business or selection of risks carried. The best elevator contributed its portion to pay the loss on the poorest elevator. The insurance company accepted the business on condition only that it could make a profit out of the grain dealer. The proposition of insurance, like many others with which the grain dealer has to deal, was entirely one sided and there was nothing for the individual to do but accept the conditions as laid down. This meant a burden the business would not stand and the elevator owner could not afford sufficient insurance protection for safety.

It was at this time that the grain dealers had begun to learn the value of local, state and national ass'ns. The leaders took up the question of the mutual company for grain dealers only. While no ass'n could afford to stand responsible for an insurance company, and an insurance company could not be a part of or responsible to an ass'n, the organizers applied the principles of ass'ns to the insurance question.

The result briefly described was the organization on Dec. 24th, 1902, of the Grain Dealers National Mutual Fire Ins. Co. at Indianapolis, Ind. The By-laws governing the company were made by the policyholders and the officers are elected annually by the persons or proprietors of the members. There are no compensations except for services rendered and upon a salary basis. The funds are under control of the Directors and interest earned belongs to the policyholders. Risks are rated by schedule to produce equity between the members. Sanitary inspectors survey and reinspect the properties so as to keep only the most desirable business on the books. To keep the losses as low as possible, the co-operation of policyholders and their employees is secured through a system of monthly self-inspection reports. This has resulted in the reduction of the loss during the eighteen months the system has been in force.

The result of this co-operative effort, which is equivalent to ass'n work, has shown good fruit; already there has been saved the policyholders from the rates they otherwise would have paid, over \$94,000. It has a stability not shown in its competitors. Its losses can be only the single elevators as they burn one at a time. Its competitors, under the old system of doing business, are nearly bankrupt through one conflagration while still subject to a repetition of the calamity in the score of others.

But above and better than these for strength, stability and success is the fraternal interest, confidence and co-operation of elevator owners in this sort of an auxiliary grain dealers ass'n. Those are the features which have made the record for the insurance company, of which every member is proud.

In ass'n work can be traced the history of the insurance company or in the insurance company can be found the principles of ass'n. The members of the insurance company are united for their mutual benefit. They contribute to the operation of the company for the better cost thereof received. While dividends are not paid but only actual cost collected by assessments, one can by comparison with what insurance would otherwise cost, see the direct benefit of the insurance company. On the other hand the ass'n does not give a dollar or cent direct benefit, but is handicapped in the indirect methods through which it promotes the business interests of grain dealers. To correct the high rates and defective features of elevator insurance the insurance company entered the business and through competition has reduced rates as a whole besides the saving made on its own business. The Ass'n cannot enter into competition, but must accomplish its reforms through co-operative persuasion and influence.

The insurance company is not a part of any ass'n. The company could not be successful and be obliged to accept risks because they were owned by members of an ass'n. Any ass'n would be foolish to in any way make itself responsible for an insurance company. These facts do not lessen the mutual interest which exists between the two organizations. The fact of local, state and national ass'ns, with friendly meetings of the members for discussion of matters affecting the trade,

has been the making of the insurance company. The existence of the ass'ns has made the insurance company, in three and one-half years, larger than similar companies in other lines of business, were, without active ass'ns, at the end of ten years. For success the insurance company must go outside of ass'n membership, but this is for the benefit of the ass'ns. Through the insurance company many a grain dealer has had demonstrated the value of co-operation with his fellow elevator owners in a matter of mutual interest and has been prepared for the broader work of the ass'ns.

While the insurance company accepts its business upon the inspection report and information in the application, one of the vital factors is the business ability of the elevator owner. On this score, one of the strongest recommendations is being a member of a Grain Dealers Ass'n. Such membership stands for enterprise and wideawake methods. It creates an interest in all matters affecting the grain trade and an inclination to secure the advantages which the individual cannot get. It has been felt that the ass'n member more readily comprehends the benefits of mutual insurance. The fact that probably four-fifths of the insurance company members are ass'n members would seem so to indicate. In the sections where the insurance company is most active, in a grain dealers ass'n meeting, it will be found that two-thirds present are members of the insurance company. That rule would apply here today as to the country grain dealers. Therefore, the few points made in this paper have not been an argument on the writing of mutual insurance, but a demonstration of the value of co-operation of the many as against the efforts of the individual. As ass'n members you have had a practical demonstration of the value of association. You can join with the officers of both organization as a mutual admiration society for what has been accomplished. The principles upon which both organizations are founded are the basis of good government, the welfare of the many as against the special privileges of the few. The organizations may have their days of reverses or abuse the power they secure, but in the end, the right will prevail for mutual association has been established in the hearts of the grain dealers and is bound to live.

**Report of the Trades Rules Committee.**  
Your Committee on Trade Rules begs leave to report that since this committee was appointed we have had numerous requests from members and several from non-members of this ass'n asking our interpretation of rules and also for rulings on complications that have arisen that were not covered by any rule now in effect.

We believe that in each case we have been able to give enough good, fatherly advice to enable the troubled ones to straighten out their troubles without a claim or any illfeeling.

In making these rulings we have applied general, established grain trade customs and what surplus common sense we had in stock.

We are badly in need of a set of new and revised rules, and have before us today for consideration a set of rules drafted by your Executive Committee. A great deal of time and energy has been spent on this draft as it now stands.

When making rules for the Grain Dealers National Ass'n, which is, as its name implies, a national ass'n covering the entire country, the rules must of necessity be broad and general, and cannot be made in a way that will conflict with existing rules of regularly established markets where our members are now doing business in an entirely satisfactory manner.

We believe that these rules should be made in a reciprocal spirit between all members and regularly established markets, and with a view of wearing away any prejudice or conflicting rules that may now exist, and thereby eventually obtain uniform trade rules covering every exchange and all the trade in the territory covered by this Ass'n.

In the numerous tangles we have been asked to straighten, will say that but one arose in a regular market, and on investigation we found that that market had a very clear rule that covered the case nicely, and the matter was settled without further trouble.

Referring again to the draft of new rules, we suggest:

That to Rule No. 9 be added:  
When shipper elects to deviate from buyer's instructions, shipper thereby assumes all responsibility of demurrage charges and loss that may accrue thereby.

And that Rules No. 12 and No. 15 should be merged, to read as follows:  
The word "terms" should be construed



to mean that in regular distributive and seaboard markets the rules and regulations in such markets shall govern, but where grain is sold for unloading and delivery at points where no regular rules and regulations are in effect, then Rule No. 25 shall govern as to weights and all surplus lots shall be taken and accounted for by the buyer at the current market price the day after the grain is unloaded.

We attach copy of printed rules, which we make part of this report.

With these additions and corrections we recommend the adoption of the rules as submitted by your Executive Committee.

ARTHUR R. SAWERS, Chairman.

Upon motion of Mr. England the reading of the trade rules was omitted and the rules adopted, also the report of the Comite.

Charles England reported as follows for the Comite appointed to report on F. O. Paddock's paper at the Niagara Falls meeting:

I will briefly state that, as you know, at the Niagara Falls meeting last year, in response to the address of welcome, Mr. Paddock in his address dealt very largely on the condition at Niagara Falls and the exhaustion of the water for mechanical and commercial purposes. It seemed to appeal to your convention and they decided to appoint a comite to endeavor to prevent the spoliation of the Falls. That comite was appointed. Just about that time the President had conferred with the Canadian government and the International Water Commission had been appointed. The American Members of the International Water Commission made their report and the Secretary of War made a report to the Secretary of State and that report was finally sent to Pres. Roosevelt. Your comite had an opportunity to call on Pres. Roosevelt and called his attention to the sentiment of your convention at Niagara Falls and of the members of the Grain Dealers Nat'l Ass'n as citizens and we put ourselves on record in favor of their preservation. On Mar. 4th last, Pres. Roosevelt sent a report to Congress on the subject. That report was sent to the House Comite and a bill was drawn up and reported favorably to the House of Representatives. I am glad to say that bill passed the House yesterday and there seems to be no doubt but it will pass the Senate and become a law. I think we can feel satisfied it will bring about the condition for which your comite was appointed last year.

Pres. Dunlap: I will read a telegram we have received indicative of the spirit of different organizations of this country to invite this ass'n to meet in their respective cities.

Mr. Dunlap here read a telegram received from the Commercial Exchange at Jamestown inviting the Ass'n to meet at Norfolk, Va., next year.

Adjourned for dinner.

## Tuesday Afternoon Session.

Pres. Dunlap opened the meeting and announced that the Secy. had been requested to read a paper written by D. P. Byrne, of St. Louis, on Terminal Facilities.

A. G. Tyng: I move that if Mr. Byrne is not present that the paper be included in the records of the meetings and not read at this time. Carried.

The Pres. introduced Eugene Smith of St. Louis, who began reading a paper on Terminal Facilities at St. Louis.

E. L. Rogers: I move as a point of order that this is not the time and the convention is not held to hear about the special facilities in any market. I may be alone in this feeling, but I am a man

that generally speaks out his feelings and consequently I object to that paper.

Pres. Dunlap: We heard a paper yesterday on Chicago facilities and it seems no more than fair to hear from St. Louis also.

Mr. Rogers: I do not see it on the program.

Pres. Dunlap: It was placed on the program later, and inasmuch as Mr. Smith has been asked to take part we will allow the reading of the paper.

Mr. Smith read his paper.

W. C. Goffe read a paper on The Southwest, which will be published in a later number.

W. S. Washer: I move that the paper be referred to the Comite on Resolutions. Carried.

Pres.: We will now listen to the report of the comite appointed to consider the Executive Comite report.

Mr. Goemann presented the report of the comite recommending that the Executive Committee's report be adopted with the exception of that part relating to the publication of a paper by the Ass'n, and that that be left with the officers of the ass'n to decide upon.

H. S. Grimes: I have every respect for the incoming officers, altho I do not know who they will be, but I believe that this convention as assembled here, is better able to give a verdict as to the publication of a journal and they should say now whether to publish it or not. I move you that it is the sense of this convention that this organization does not issue a journal of any description. If I can have a second I will explain my reasons.

Motion seconded.

Mr. Grimes: My object in making that motion is that I feel this ass'n owes a great deal to the grain papers and I believe every up-to-date grain man is a subscriber to one or the other of the grain trade journals. I believe we owe it to the established grain journals and I believe it would be wrong to publish a journal and circulate it gratuitously. The time was when this ass'n depended entirely on the grain journals for their growth and I believe it would be wrong for the ass'n to publish such a paper as contemplated.

W. S. Washer: I believe the grain trade is blessed with better trade journals, take them altogether, individually or collectively, than any other line with which I am familiar and I believe every one of these trade journals would be willing to give space to further the cause of the Ass'n. I am in favor of Mr. Grimes' motion.

J. M. Brafford: I heartily concur in what Mr. Grimes has said. The trade journals have never failed to publish anything which I have sent them. On the other hand I believe the expense of such a publication would be greater than we could stand for. We would have to hire an editor or an asst. secy.

Motion carried.

A. G. Tyng: I move that the report of the Executive Committee as amended be accepted. Carried.

Pres. Dunlap called for the report of the Arbitration Comite. Mr. McCray, Chairman, being absent, Adolph Gerstenberg reported that five cases had come up before the comite all of which had been settled thru arbitration.

Mr. Gerstenberg in supplementing the report stated:

Report of Arbitration Committee.

I desire to state to you, gentlemen, that this is a lovely piece of work. It is something that the parties that have been

chosen by you as arbitrators have taken up for the love of the cause, and I can assure you that I never met finer gentlemen than I met while I have served on this comite. I have found them true. Believe me when I say we have not always agreed. But that is what we were chosen your arbitrators for. We gave and we took, but we come to you with a report on every case that came into our hands. At no time has any of this work been neglected, neither has it been pushed aside. We have had honest differences. We are bound to have those, but we come with a verdict for the ass'n.

Now, in addition, we have taken a great deal of pains in drawing up these decisions in a manner that could be clearly understood by you, yet an apology is due you, when I say we have not always put them up as nicely as we would liked to have done. We have not always had the time—we are only common business men.

I do not know what the ass'n is going to do in the future, but I am an advocate of broadening out the arbitration feature of the ass'n, believing that there are men in this ass'n fully competent to fill the position, and by giving us more members you have more channels of information. It may be true that you gentlemen on other of us are so good you don't want to get rid of us, yet at the same time all things must end some day and therefore I would like to take advantage of this opportunity of stating that in meeting Mr. McCray and Mr. Jenkins this past year, and the same refers also to the past gentlemen on other comites, it has been my pleasure to make splendid acquaintances and to know how earnest men become when they become interested in other people's disputes, and how simple it is to settle them when you dig into the facts.

With this, gentlemen, I close, with a hope that your new comite will come to you with a record as clear as we come to you at the close of this year.

J. W. McCord: I move you that the report be accepted and that a special vote of thanks be made to these gentlemen. They have performed a great work for the ass'n and we cannot express ourselves too strongly for what they have done for us.

Seconded and carried.

Mr. Grimes read the following resolutions which were adopted:

## Report of Resolutions Committee.

### RESOLUTION OF RESPECT.

The Organization is called upon to chronicle the death of Mr. J. J. Coon, Toledo, O., being the only member reported to the Committee on Resolutions as having died in the past year.

Be It Resolved, That in the death of Mr. Coon, this Association loses a valuable member—one who was ever ready to lend his assistance both financially and otherwise to its welfare, and the sympathy of this Ass'n is extended to his family.

Be It further Resolved, That a copy of these resolutions be forwarded to the family and to the Toledo papers, and spread upon the minutes of the Ass'n.

### RESOLUTION OF COMMENDATION.

Your Committee on Resolutions realizing that we are to lose from the head of the Organization our worthy President, Mr. M. F. Dunlap, desire to express to him our sincere thanks on behalf of the Association for the very able manner in which he has at all times conducted the affairs of the Association. His genial disposition, even temper and ability has been demonstrated in all his actions, and assisted largely in conducting the business of the Ass'n.

Pres. Dunlap in responding to the resolution said: Gentlemen, I thank you for this recognition of me. I assure you that it has been a privilege and an honor to be President of the Grain Dealers Nat'l ass'n. I claim there are two things I have done that entitled me to the respect of this organization. One is that when I accepted the position of President I made it obligatory upon that acceptance that Mr. Goemann should remain in his position as Chairman or Delegate at Large. That is one great thing that I did. Another great thing I did was to make it possible thru what little influence I had that something might transpire that I hope will transpire before the sun goes down this afternoon—the election of that gentleman to the

Presidency of the Grain Dealers Nat'l Ass'n. The gloom that rested over the convention at Niagara has entirely passed away and now we are basking in the sunlight that coming down thru the clouds bathes in refulgent light, the actions of the Grain Dealers Nat'l Ass'n and promises us as we feel it in our faces a year of prosperity, and I say to you that I honestly believe that one of the greatest honors that have ever been conferred upon me as it shall be reflected by the power and influence of this ass'n of men in years to come will have been this, that I was once the President of the Grain Dealers National Ass'n.

Fred Mayer: I move that Mr. Dunlap be made an honorary member.

## MODIFICATION OF CAR SERVICE RULES.

Whereas: The prompt movement of freight and an efficient railway service are among the most important features of the grain trade; therefore, be it

Resolved, That a committee of three be appointed from the Grain Dealers National Ass'n who shall invite the Secretary of the National Hay Ass'n and the secretaries of the several State Grain Ass'ns to act with them to represent the grain and hay interests of the United States, and invite the managers of the transportation companies to join them in a conference relative to the modification and application of car service rules, and the adoption of such measures as will facilitate a prompt movement of freight, and in such a manner as shall be fair, equitable and just to all parties concerned.

Said committee to meet as soon as practicable in joint conference and take such action as they deem expedient and report progress during the coming year to the secretary of the Grain Dealers National Ass'n, and result of the year's work to the next Annual Convention.

## THANKS TO THE CHICAGO BOARD OF TRADE.

The invitation to the Grain Dealers National Ass'n at Chicago having been extended by the Chicago Board of Trade, we desire to express to them our very hearty appreciation of the manner in which they have endeavored and carried out the welcome that is characteristic with them on all similar occasions. Individually and collectively the members have used every effort to make our stay pleasant, and we will leave Chicago carrying with us the memories of the very pleasant time they have given us.

We desire to extend thanks to Mr. George F. Stone, the efficient Secretary of the Board, for the very cordial address of welcome that he extended to us, and to say that his promises have more than been fulfilled.

A resolution regarding inspection was also presented by the Resolutions Comite. CIVIL SERVICE FOR STATE INSPECTION DEPTS.

Whereas: We recognize the fact that where systems of Official State Grain Inspectors now exist, it would be practically impossible to make a change, or restore the inspectors to the Central Market Grain Exchanges; therefore, be it

Resolved, That the Grain Dealers National Ass'n in convention assembled would hereby urge that said state grain inspection departments be organized under a system of merit or civil service laws; and we hereby recommend to all grain dealers that they use every effort to obtain such laws in a state now operating inspection departments.

Mr. Grimes said regarding it: As this resolution conflicts somewhat with other resolutions already adopted, I will not make a motion to adopt it.

W. S. Washer: I move that the resolution be laid on the table.

A. G. Tyng: Inasmuch as that motion has no second I move that this resolution be referred to the incoming Board of Directors. Seconded and Carried.

Mr. Grimes: Your Comite on Resolutions beg leave to report on the resolution brought before your comite yesterday relative to commissions charged by the Chicago Board of Trade, that it finds you have no jurisdiction. It is a matter entirely confined to the members of the editorialists in favor of the legislation.

Chicago Board of Trade, and we therefore decline to entertain it.

Pres. Lockwood of Des Moines stating that he had fully intended to be at the meeting but had been detained at the last moment.

The Auditing Comite reported that they found the books of the Treasurer correct. The report was accepted.

Pres. Dunlap introduced E. P. Bacon of Milwaukee who spoke as follows:

## E. P. Bacon on Railroad Regulation Law.

It is a source of great satisfaction that the legislation which has been sought by this organization and numerous other commercial organizations of the country, for the amendment of the interstate commerce code giving the commission some power to enforce its decision, and its orders has finally been brought very near a completion. The struggle has been a long and desperate one. With all the railway influence in one solid phalanx brought to bear against it, not only in Congress, but throughout the country, thru the press and employed speakers, and thru every other possible avenue of access to the people and their representatives in Congress.

No one realizes so fully as those who have taken part in the effort to promote this legislation, the intelligent effort that has been made by the railway interests in every conceivable manner to prevent its enactment, not only by means that every one is entitled to exercise, but by means which appear to me at least to have been anything but reputable. However that may be, it may be of interest to those assembled, to know that the railway companies organized a complete system for the working up of public sentiment throughout the United States in opposition to this legislation.

About a year ago when it became evident to the railway interests that the legislation was very likely to be successful, bureaus of information, so called, were established at various important points throughout the country for the purpose of disseminating literature and disseminating information in other ways on behalf of the railway side of the question which probably has never been equaled in this country before. An expenditure of money has been made by the railways in carrying out this purpose which has been authorized by the public and amounts to upwards of \$2,000,000. In the bureau carried on here in Chicago for that purpose the manager who was in charge of it stated in a published communication that he had expended himself over one-quarter of a million dollars in the section in which he officiated.

The press of the whole country has been besieged with requests and with promises almost without limit during the past year, and I am happy to say that it has been almost invariably resisted. The position of the press in this country has been elevated in my estimation more during this contest than it has been during the past year, than by anything else that has happened during my observation. We who have been in the foremost in promoting this legislation were told that the press of the country would be arrayed against us. We feared that it would. We nevertheless proceeded without regard to it, believing that public influence would control the press rather than the money of the railway corporations, and we found that to be the case. Editorials have been furnished, written, ready-made editorials have been furnished to the editors of newspapers throughout the entire country, for publication, and they have been kept in a continuous supply of such matter from week to week and month to month throughout this campaign, and the most of it, to my knowledge, has been consigned to the waste-basket. A few papers, to be sure, have yielded to it, but the wonder is that so small a proportion should have done so.

I advertised not long ago to ascertain definitely to what extent the press of the country was supporting this question and obtained newspaper clippings for that purpose in order that we might have the actual facts in the matter. That was shortly after the interstate commerce law convention which was held in Chicago and I found, out of 400 newspapers whose editorials I had been furnished with, 320 were earnestly and ardently in favor of this legislation and came out with repeated editorials in favor of the legislation.

That shows that the press is entitled to the encomium that I a few minutes ago accorded it.

I also desired to ascertain the attitude of the press in relation to the bill as it had been amended by the Senate and to my surprise with only two exceptions out of several hundred newspaper clippings I have received since that time the newspapers have all expressed their approval at the legislation which has been enacted and their desire that this shall be considered and treated only as a beginning of legislation of this character. This includes many newspapers, to my surprise, that have heretofore been arguing against it.

First Resolutions: You will be interested to know that it was this ass'n that passed the first series of resolutions in favor of this legislation, which was done at its meeting at Des Moines in 1901 and I have a copy of these resolutions with me which you may perhaps be interested in hearing. They are rather old now, to be sure, but it will be a satisfaction to know that you gentlemen or you who then constituted the membership of this organization fired the first gun which went to Congress on the subject. (Applause.)

The adoption of these resolutions was followed also by the convention at its meeting in Minneapolis in Chicago in Milwaukee in 1904 and they have added their influence to that of other organizations about the country in bringing about this legislation. It has been a long siege in bringing about this legislation and we may regard it as practically accomplished.

Question arises: What has been accomplished? What have we got for all this exertion and labor? I wish to say, gentlemen, that I regard the bill as it has passed the two houses of Congress and particularly as amended by the Senate as the most important legislation that has been enacted in the United States since the Civil War. It has gone much further than the gentlemen who have been at work to bring it about during this period of six years past, had any idea of seeing accomplished at the time we commenced our work. It has been our constant aim in promoting this legislation to restrict the bill to one or two vital points in order that these points might be enacted into legislation and might not be defeated by the infusion of other matter which, while important in themselves, are far less important than the chief point we have sought.

A member of the Senate stated recently that if any one had six months ago predicted that the bill which passed the House would pass the Senate, and they had gone further and stated that additions would be made to it that would give it broader scope than it would have been considered impossible. It is really astonishing that it should have happened. This shows, gentlemen, that the power which controls Congress is public sentiment, that the dominant force in legislation is public opinion. That influence, that sentiment has been brought to bear upon Congress as it has not been done in regard to any piece of legislation, as it has certainly not been done during the past 10 years and that achievement, representing the fact that not only the House of Representatives, which is considered nearest to the public and more inclined to fall in with public sentiment, but that the Senate also, which is regarded as the bulwark of the special interests of this country, that the Senate should have yielded to this influence is one of the most wonderful developments that has come out of this effort. It is something that gives us cause and to lead us as citizens of this republic to unite our voices in expressing to Congress our desire for legislation with the assurance that that desire will be heard. It is not only the act itself but it demonstrates to the people that it is the voice of the people that controls Congress. Instead of the voice of the special interests or the voice of the corporations. The fact that this legislation should have gone thru Congress with only ten opposing votes is the most astonishing thing that has ever happened in this country and in the Senate only three votes against it. A vote of only one out of thirty, is a most astonishing and gratifying fact.

For myself I am greatly gratified that the provision has been adopted in regard to the judicial review because it will give to the railroad interests a feeling that if any injustice shall be attempted on the part of the commission they will have recourse and have protection thru the judicial review that has been provided for. In the bill that was prepared the most careful supervision was provided for. Under this present act the subject is submitted to the court only in a general way and



In my judgment the court will never enter into the subject beyond the question of whether the rate operates as a confiscation of the property of the railroad companies, whether it deprives them of just compensation for the use of their property, and to decide whether or not the commission has exceeded its authority.

As it now stands I feel that the shippers are placed on a full parity with the carriers, that we are not to go before them in the future as in the past, on our knees, asking for some concession in rate, which they may grant to us or not according to their arbitrary will, but we will go before them with a request for concession in rate with the knowledge on their part, if that rate is just and honest, that there is a power behind us that will force them to give us such a rate.

I. P. Rumsey: I ask the privilege of moving a vote of thanks of this organization for the great and wonderful work which Mr. Bacon has performed as Chairman of the Comite and for his remarks in explanation of the work.

J. W. McCord: I wish to second that motion and those of us who know Mr. Bacon know that without him this work would not have been as near completion as it is to-day. I take great pleasure in seconding the motion.

Motion carried.

H. G. Morgan for the Nominating Comite reported:

After several hours of very careful thought and consideration during which perfect harmony prevailed your Comite on Nominations beg leave to report as follows:

For Pres.: H. L. Goemann, Toledo, O., for 1st-V. P., Charles England, Baltimore, Md.; 2nd-V. P., W. S. Washer, Atchison, Kans.

To serve for two years as Directors: A. E. Reynolds, Crawfordsville, Ind.; J. W. McCord, Columbus, O.; H. I. Baldwin, Decatur, Ill.; G. L. Graham, St. Louis, Mo.; Arthur R. Sawers, Chicago, Ill.

Directors for 1 year: D. Hunter, Hamburg, Ia.; L. A. Morey, New York City; C. D. Jones, Memphis; W. C. Goffe, Kansas City; Buran House, Oklahoma City, Okla.

H. S. Grimes: I move that the rules requiring the election of officers by ballot be suspended, the comite's report be adopted, and the names mentioned be declared the officers.

Motion carried.

The new officers were escorted to the front. Mr. England and Mr. Washer each made a short speech of acknowledgement. Mr. Goemann was absent.

J. W. McCord: During the past year we have had a good deal of excellent service from Jno. B. Daish, of Washington, D. C., in the matter of railroad rate legislation and I move therefore that a vote of thanks be extended to Mr. Daish for his efforts in our behalf.

Motion carried.

J. H. Riheldaffer in behalf of the Minneapolis Chamber of Commerce invited the Ass'n to hold its next annual meeting in the Flour City.

W. S. Washer urged the members to work for an increased membership, as membership is essential to the success of the ass'n.

W. F. Morgan of Des Moines was applauded when he promised to secure five new members before the next annual meeting.

Upon motion of H. S. Grimes the convention adjourned sine die.

### Convention Notes.

E. H. Culver brot his father as chapron.

M. E. Blazer and bride were on their honeymoon.

One man from Wisconsin, Robt. Kurth of Nielsville.

Two Missouri dealers—M. F. Dunlap and son of O'Fallon.

Boston sent two delegates: Geo. F. Reed and J. F. Southworth.

One dealer came all the way from Selma, Alabama.—R. R. Kornegay.

Kansas was represented by F. P. Lint and W. S. Washer, both of Atchison.

Memphis was represented by C. D. Jones, of Williams & Fitz-Hugh Co.

C. M. Barlow came to the convention in disguise, having left his mustache at home.

The Grain Dealers Mutual Fire Ins. Co., was represented by C. A. McCotter, Secy.

Indianapolis was represented as follows: E. W. Bassett, B. B. Minor, B. A. Boyd.

Baltimore, Md., was represented by J. F. Ryley of Fahey & Ryley and Charles England.

The Nashville delegation included: J. C. Bennett, T. M. Logan, W. J. Miller of Miller & Co.

The Mother Country was represented by Mr. Corfield of Corfield & Plumpton, London, England.

Nebraska was represented by Guy Briggs, Bloomfield; C. T. Neil, Lincoln; A. E. Severance, Bloomfield.

The Millers Nat'l Ins. Co., was represented by E. Dinsley, J. T. Caldwell, H. M. Giles and H. Stanbery.

Omaha was represented by S. M. Bray; E. A. Cope; F. S. Gowgill of Trans-Mississippi Grain Co.; A. B. Jaquith, of Exchange Grn. Co.; G. H. Lyons; N. B. Uddike.

Minneapolis firms were represented by: F. M. Davies of F. M. Davies & Co.; J. J. Donahoe; J. H. Riheldaffer; W. O. Timmerman.

New York City was represented by the following: L. W. Forbell, Forbell & Tilson; L. A. Morey, Jones & Morey Co.; W. H. Story.

Kansas City's delegation included: G. H. Davis, Ernst-Davis Grain Co.; H. J. Dittenbaugh; W. C. Goffe, Goffe & Carkener Co., and Allen Logan.

Cincinnati sent the following delegation: C. S. Emrich, The Interstate Grain Co.; A. C. Gale, The Gale Bros. Co.; H. H. Hill, Southern Grain Co.

Peoria was represented as follows: F. W. Arnold; W. T. Cornelison; A. G. Tyng of Tyng, Hall & Co.; R. W. Van Tassel of Van Tassel Grain Co.

The Executive Comite selected for the coming year is made up of: H. L. Goemann, J. W. McCord, A. E. Reynolds, Arthur R. Sawers and J. F. Courcier.

Buffalo was represented by O. A. Bruso, Rubins Bros.; Wm. B. Gallagher, Wm. B. Gallagher & Co.; F. L. MacLean, Mgr. the Electric Steel Eltr. & Mfg. Co., and M. Purcell, Buffalo Cereal Co.

Milwaukee was represented by E. P. Bacon; Wm. H. Cahill of C. A. Krause Grain Co.; H. Deutsch; C. F. Glavin, M. Hottel; P. C. Kamm; J. A. Mander, and A. K. Taylor of Milwaukee Eltr. Co.

The Pittsburg delegation included: P. Geidel of Geidel & Dickson; J. A. A. Geidel of D. G. Stewart & Geidel; J. E. Guyton; J. R. Johnston; Jos. A. McCaffrey, Dan'l McCaffrey's Sons' Co.; H. B. Morgan.

Toledo receivers were represented by the following: Harry Cuddeback, John Wickenhiser & Co.; H. L. Goemann, Goemann Grain Co.; Jno. C. Keller, C. A. King & Co.; Fred Mayer, J. F. Zahn & Co.; F. W. Rundell and J. M. Coup, W. A. Rundell & Co.

The dealers who visited The White City were all well pleased with Chicago's Amusement Park with the exception of Erich Picker, who said, "St. Louis beats Chicago in everything but Lake Michigan."

The State Assn's were represented by their secretaries as follows: J. M. Bradford, Indiana; M. G. Ewer, Michigan; J. W. McCord, Ohio; J. J. Quinn, Tri-State; G. A. Stibbens, S. W. Ia. and N. W. Mo.; S. W. Strong, Illinois; G. A. Wells, Iowa.

The following constituted the delegation from the City of Brotherly Love; J. M. Buckley, J. M. Buckley & Co.; A. C. Kerr; L. R. McFadden; H. C. Miller of L. F. Miller & Sons; E. L. Rogers of E. L. Rogers & Co.; W. W. Walton; and S. C. Woolman of S. C. Woolman & Co. From Michigan were H. A. Dewey, Grass Lake; J. A. Heath, Lenox; A. E. Lawrence, Mulliken; C. E. Patterson, McLane, Swift & Co., Battle Creek; W. E. Shelden, Jackson; W. H. Sturgis, Capac; F. H. Wolcott, Romeo; J. P. Wolcott, Mt. Clemens.

St. Louis firms were represented as follows: J. O. Ballard; H. B. Bilbro; D. P. Byrne of D. P. Byrne & Co.; J. A. Connor, Connor Bros. & Co.; John Dower; W. A. Gardner; G. L. Graham; J. E. Hall; V. M. Jones; C. H. Langenberg, Langenberg Bros. & Co.; J. C. Lincoln; R. J. Pendleton; Erich Picker; Eugene Smith.

Ohio's delegation included R. G. Calvert, Selma; L. L. Cass, Weston; A. E. Clutter, Lima; C. H. Frank, Dayton; H. S. Grimes, Portsmouth; H. S. Heffner, Circleville; W. T. S. Kile, Kileville; J. H. Motz, Brice; S. L. Rice, Metamora; D. R. Risser, Vaughnsville; H. W. Robinson, Green Springs; E. W. Seeds of Columbus; S. L. Snyder, Coalgate.

Iowa was well represented this year by M. E. Blazer, Churdan; E. L. Bowen, Des Moines; E. M. Cassidy, Whiting; C. H. Currier, Keokuk; P. Hatterscheid, Corwith; B. C. Held, Ackley; D. Hunter, Hamburg; J. A. King, Nevada; F. S. Landers, Decorah; M. McFarlin, and W. F. Morgan, Des Moines; H. B. Stewart, Chariton; O. A. Talbott of O. A. Talbott & Co., Keokuk; E. H. Tiedeman, Fonda.

Machinery firms represented included: Fairbanks, Morse & Co., by M. A. Johnson, F. J. Luger and C. D. Peck. As is his wont, J. T. Baucum of the Appleton Car Mover was on hand with samples, ready to take orders. The Invincible Grain Cleaner had an exhibit of gravity screens with separate screens at the entrance to the convention hall. Geo. J. Noth was in charge of the exhibit. One elevator builder was in attendance: G. T. Burrell of the Burrell Eng. & Construction Co. Other machinery firms were represented by the following: Geo. Beyer, McLeod Automatic Scale Co.; E. A. Brown, American Grain Meter Co.; J. T. Johnson of Johnson & Field Mfg. Co.; H. W. Richards and Guy Henderson, Skillin & Richards Mfg. Co., F. M. Smith, The Huntley Mfg. Co.

Indiana's delegation included: B. L. Archibald, Morocco; G. L. Arnold, Bluffton; S. D. Bailey, Wanatah; C. M. Barlow, Kokomo; H. C. Clark, Lebanon; M. L. Conley, Frankfort; B. F. Crabbs and T. C. Crabbs, Crabbs-Reynolds-Taylor Co., Crawfordsville; Wm. Donlin, Delphi; B. E. Duffy, Otterbein; C. G. Egly, Berne; F. B. Fox, Tipton; P. E. Goodrich, Winchester; J. R. Guild, Medaryville; J. S. Hazelrigg, Cambridge City; C. W. Jewell, Hammond; D. L. Leas, Waterloo; Mr. Lewis, Roann; S. A. Mil-

ler, Mulberry; T. Morrisson, Kokomo; C. E. Nichols, Lowell; C. L. Northlane, Union City; J. J. Overmyer, Kouts; A. E. Reynolds of Crabbs-Reynolds-Taylor Co., Crawfordsville; John A. Rice, Frankfort; W. E. Rich, Remington; L. H. Robbins, McCool; T. J. Ryan, Delphi; J. W. Sale, Bluffton; C. F. Seaward, Kokomo; O. J. Thompson, Kokomo; E. M. Wasmuth, Roanoke and E. H. Young of W. H. Small & Co., Evansville.

In point of number Illinois took first prize. The delegation included: T. Abrams, Tuscola; H. I. Baldwin, Decatur; E. Beggs, Ashland; J. F. Block, Pekin; G. W. Boyden, Sheffield, E. C. Boyer, Tampico; J. Bruce, Marseilles; D. M. Burner, New Holland; R. F. Cummings, Clifton; A. C. Durdy, Ohlman; J. M. Ernst, Humboldt; H. E. Halliday of Halliday Milling Co., Cairo; M. J. Hogan, Seneca; W. H. Hutchins, Farmer City; Mr. Inkster, Herscher; L. J. Jeter, Yorkville; P. B. Jones, Champaign; G. F. Kersten, Plainfield; H. N. Knight, Monticello; J. O. O. Lambert, Beaverville; N. A. Mansfield, Niantic; A. Metzler, Strasbourg; G. W. Miller, Wapella; C. R. Mitchell, Ashmore; F. W. Obermiller, Mt. Pulaski; J. R. Ralston, Caledonia; W. L. Shellabarger, Decatur; O. G. Smith, Sheldon; W. H. Suffern, Decatur; M. L. R. Tankersley, Champaign; E. D. Vorhes, Dwight; F. D. Voris, Neoga; B. S. Williams, Sheffield.

**SOUVENIRS:** Panatelas were distributed with the compliments of "Our Boy Solomon." Combination adjustable penholders and pencils were distributed by D. P. Byrne & Co. Memorandum books bound in leather containing valuable statistics and useful information were distributed by Picker & Beardsley. D. G. Stewart & Geidel presented their friends with memorandum books bound in celluloid. One of the most useful and unique souvenirs given away at the convention was distributed by the Berne Grain & Hay Co. It consisted of small nail file in a leather case. Bronze stick pins designed in the outlines of a grain eltr. with flames emanating from the roof and bearing the inscription Grain Dealers

Fire Ins. Co., Indianapolis, Ind., were distributed by Secy. McCotter. Dating stamps were given out by Johnson & Field Mfg. Co., of Racine, Wis., who will be pleased to send one free to any reader of the Grain Dealers Journal that requests it.

**BADGES:** Indiana and Ohio delegates wore corn-colored badges. The New York Delegates insisted on every one wearing a big blue badge bearing the inscription "Little Old New York." The official badge was a small white badge bearing the words, "Tenth Annual Meeting Grain Dealers Nat'l Ass'n, Chicago June 4-5, 1906." The Chief Grain Inspectors Ass'n members wore handsome badges consisting of a blue ribbon emblazoned with letters of gold and surmounted with a cross-bar from which hung a brass pendant representing a sheaf of wheat. The St. Louis delegates wore the most attractive badge brought out at the convention. It consisted of a large white ribbon with a gold fringe at the bottom and hung from a large metal figure of St. Louis on horseback.

The Missouri State crop report issued by Geo. B. Ellis, of Columbia, Mo., June 7, gives the condition of old clover as 60, new clover, 54, and of timothy, 54. Young clover is badly damaged and many fields are probably killed. The ground is dry and parched, and the growth is short and spotted. It has depreciated 28 points since last month, owing to the drouth.

Now that Gen. Patterson has been sworn in and with the tail of his long sute brushed a year's akumulation of dust from his congressional seat we hope to git our prorater of seed. At our agrikulural experimint station on the headwaters of Big Sandy we had lowed to breed a cross twixt the gooseneck simlin and the Caney Fork pumpkin that would be good for man or beast but owing to Ham's long absence frum Washington we had to gin it up an' the only roughness we have had this spring is a mess or two of ragweed an' a passel sheep nip an' Johnson gras.—*Hog Camp Grapevine.*

## Seeds

The American Seed Trade Ass'n will meet June 26-28, at Toledo, O.

The German government reports the clover prospect the best in years.

W. H. Small & Co., of Evansville, Ind., will erect a 5-story seed warehouse.

The Ohio Department of Agri. reports the condition of clover 75, against 94 a year ago, 81 two years ago and 76 three years ago. The acreage according to the May report was 91.

The Toledo Field Seed Co., of Toledo, O., has registered the words "Star Bulked" and the representation of a star having the letter C in its center, as a trade-mark for clover seed.

Regarding free seeds the report on the agri. appropriation bill to the senate says: A decided majority of the committee expressed themselves informally as opposed to the distribution of common seeds, as authorized by law for many years, but deemed it inadvisable at this session to recommend a change, believing that such could not now secure the desired result, but trust at the next session a liberal appropriation for the distribution of rare and valuable seeds may take the place of the present very objectionable system.

Chicago received during the week ending June 9, 265,915 pounds of timothy seed, 550 pounds of clover seed, 148,925 pounds of other grass seeds, and 14,400 bus. of flaxseed; compared with 203,000 pounds timothy seed, 44,200 pounds clover seed, 87,300 pounds other grass seeds, and 3,600 bus. flaxseed, for the corresponding week a year ago. Shipments for the week have been 40,000 pounds timothy seed, 754 pounds clover seed, 79,700 pounds other grass seed, and 500 bus. flaxseed; compared with 3,750 pounds timothy seed, 2,487 pounds clover seed, 200,000 pounds other grass seed, and 1,500 bus. of flaxseed for the corresponding week a year ago.

## The Automobile Party.



A number of western shippers and eastern buyers who were so fortunate as to visit the offices of Rosenbaum Bros., were invited to take an automobile trip thru the city's parks as the guests of this

firm. After a ride over the city's northern boulevards and thru Lincoln Park a stop was made at the Bismarck Garden for refreshment, then the party proceeded to visit South Side parks by way of

the best boulevards. A stop was made at Sans Souci Park where an elaborate dinner was served to the entire party, after which the evening was finished at the White City.



# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—The amended rules of the Arkansas Car Service Commission, which will go into effect Aug. 5, provide that when a shipper makes written application to a railroad for a car the company shall furnish the car within 5 days from 7 a. m. When a shipper orders a car and does not use it he shall pay demurrage at the rate of \$1 per day. When freight in carloads or less is tendered to a railroad company, and correct shipping instructions given, the railroad agent must immediately receive the same for shipment, and issue Bs/L therefor, and whenever such shipments have been so received by any railroad company, they must be carried forward at the rate of not less than 50 miles per day of 24 hours, computing from 7 a. m. the second day following receipt of shipment. Provided, that in computing the time of freight in transit there shall be allowed 24 hours at each point where transferring from one railroad to another or re-handling of freight is involved.

## CALIFORNIA.

San Francisco, Cal.—The grain department of the Merchants Exchange was opened late in May, but transactions are limited.

San Francisco, Cal.—The Citizens Finance Committee, after agreeing to sell 80,000 barrels of flour from the relief fund to the Sperry, Port Costa and Crown Milling Co.'s at \$2.25 per barrel, has canceled the deal and will ask for bids from all the milling companies. The great quantity of flour contributed for the earthquake sufferers is having a bad effect on the flour market.

## CANADA.

Macleod, Alta.—The Pacific Eltr. Co. will build a 100,000-bu. eltr. and 200-barrel mill.

Milestone, Sask.—The Canada Flax & Fibre Co., of Montreal, will build an eltr. and mill here.

Caron, Sask.—T. S. Matheson, of Winnipeg, will build this summer eltrs. at Midale and Caron.

Ottawa, Ont.—The committee on agriculture will hear evidence June 12 regarding the grain standards.

Montreal, Que.—Rumors are afloat that the southwestern corner of the harbor eltr. is unsafe and is sinking.

Moose Jaw, Sask.—Local capitalists are considering a proposal to build a flax mill, the plant to cost \$100,000.

Midale, Sask.—Work has been commenced on the eltr. for the Lake of the Woods Milling Co., of Winnipeg.

Elkhorn, Man.—C. F. Travis will build an eltr. this summer. He has overhauled his mill and added new machinery.

Arnprior, Ont.—McLaughlin Bros., Ltd., incorporated, \$2,000,000 capital stock, to deal in grain, lumber and machinery.

Craik, Sask.—Mr. Black, mgr. here for the Canadian Eltr. Co., is superintending alterations and repairs in the company's eltr. at Dundurn.

Midland, Ont.—The new eltr. of the Grand Trunk here is to be known as the Aberdeen, and is to be ready to handle this year's harvest.

Gladstone, Man.—This town has offered the Dow Cereal Co. a free site, exemption from taxes, and a cash bonus for the establishment of a mill.

Winnipeg, Man.—The Liverpool Corn Trade Ass'n has requested the Grain Exchange that the present specifications for Manitoba grades be maintained.

Ottawa, Ont.—The Commons recently adopted a resolution requiring that every bale of hay shud have the name and address of the shipper printed on it.

Ottawa, Ont.—The Lord's Day bill, as reported by the committee June 1, will permit the running of grain trains on Sunday from Sept. 15 to the close of navigation.

Port Colborne, Ont.—The Montreal Corn Exchange will petition the government to erect a grain eltr. of 2,000,000 bus. capacity at this place, and to deepen the channel leading to the eltr.

Shoal Lake, Man.—Proposals will be received by the council of this village June 23 for the erection of a flour mill and eltr., in which the town is willing to help. Frank Dobbs is secy.

Vancouver, B. C.—The Pacific Coast Malting Co. contemplates building a malting plant here. The G. N. Ry. contemplates, it is reported, the building of a grain eltr. on the water front.

Toronto, Ont.—For damage of wheat cargo by leak from a steam pipe a committee of arbitration recently gave the Hedley Shaw Milling Co. \$132 damages against the steamer Haddington.

Fielding, Sask.—The Canadian Eltr. Co. is making preparation for the erection of an eltr. The company has purchased a local lumber yard and will also handle coal. The Toper Eltr. Co. is building an eltr.

Winnipeg, Man.—At a general meeting of the Grain Exchange June 1 the plans of Darling & Pearson for a new exchange building were approved and the council was authorized to contract with Kelly Bros & Mitchell for the construction, to be completed Sept. 1, 1907, at a cost of \$452,000. The building will be of steel, with walls of stone, brick and terra cotta. The woodwork will be white oak and the floors of mosaic. The structure will be 129x127 ft., and 7 stories high. Members of the Grain Exchange have applied for 5/6 of the available office space.

## WINNIPEG LETTER.

Oxbow, Sask.—The International Eltr. Co., has purchased the Colonial Eltr.—C.

Melford, Sask.—The Alberta-Pacific Eltr. Co., of Calgary, contemplates building an eltr. this summer.

Port Stanley, Ont.—The John Campbell Milling Co., of St. Thomas, contemplates building an eltr. here during the summer.

Vegreville, Alta.—C. Nairn, mgr. for the Alberta Milling Co., Edmonton, is arranging for the erection of an eltr. at this point.—C.

Warman, Sask.—A. Marcotte, formerly in the hotel business, contemplates building an eltr. to meet the demands of the grain business this fall.—C.

Shoal Lake, Man.—R. Randell has received a bonus from the town to build an eltr. and mill this summer. Work will be commenced as soon as possible.—R. F. R.

## CHICAGO.

The grain committee of the Board of Trade has been increased from 5 to 7.

Dealers in barley held a meeting May 31 to consider the proposed call in barley.

J. K. Dwyer, who has been in the grain business for 15 years, died May 28 at his home in Rogers Park.

David A. Coe, who many years ago was a shipper of grain on the lakes, died May 28 at his Evanston home.

The May decline in the price of corn boomed shipments from Illinois country eltrs. the last half of the month.

Jas. Hancock, son of the late E. A. Hancock, of Philadelphia, has applied for membership in the Board of Trade.

Eighty of the members of the Board of Trade Battery, veterans of the civil war, held their reunion and banquet May 26. John C. Fleming was elected pres.

The directors of the Board of Trade have disapproved the petition to return to the old commission rule, holding that the present rule has not been tried long enough.

Harris, Gates & Co. have been given judgment for \$43,046 against Charles Waite and Robert H. Thorburn for a balance due on a sale of 1,000,000 bus. of corn in 1902.

W. E. Stewart, who has been with the Peavey Grain Co. for some time, will soon leave that company and retire from the grain business to become secy. of a coal company.

Mayor Dunne has promised to take whatever official action upon the part of the city that may be necessary to insure the success of the corn carnival to be held next fall.

The firm of A. L. Booth & Co. was dissolved May 31, but the business will be continued by Mr. Booth under the old firm name. Frank W. Tegarden has retired from the firm.

J. M. Joyce has gone with the Marfield-Griffiths Co. and with J. R. Godman will handle that company's cash grain business. Mr. Joyce has been with the Nash-Wright Co. for the past 13 years.

John Kjellander has been appointed by Governor Deneen as chief clerk of the registration department of the state grain inspection office, to succeed Edw. A. Hart, who has been removed. The position pays \$2,000 a year.

The largest car on record at this market was unloaded by F. H. Mealiff & Son May 29 at Eltr. A, Kensington. It was A. T. & S. F. car No. 7799, capacity 80,000 pounds; and it contained 127,640 pounds of corn, graded No. 2 yellow. When transferred the corn filled two Michigan Central cars.

The firm of Milmine, Bodman & Co., New York and Chicago, will be dissolved July 1. L. W. Bodman, who has had charge of the Chicago office for 22 years, will continue the business here. The stock

department will be discontinued and the cash and speculative grain departments will be given the chief attention.

Vinci Ezio was smothered recently at the plant of the Glucose Sugar Refining Co. He was a grain shoveler and gave a signal to the foreman to let down the car-load of corn under which he was buried.

The amendment to the rules of the Board of Trade permitting brokers who trade for the same firm to make trades with one another was defeated by a vote of 277 to 159. The objection was that it would lead to cross trading.

Members of the Board of Trade will play, June 16, their second annual baseball game for the benefit of charity. The game is to be played between the "cash men" and the "pit crowd" at the National league grounds. Al McDougal will captain the "pit" team and Jas McClean the "cash" team. Tickets are \$1 and boxes \$10.

A. I. Valentine has resigned his position as pres. of the Armour Grain Co., but retains his stock in the company. His resignation is to take effect July 1, and it is that that Geo. E. Marcy, at present vice-pres. of the company, will succeed him as pres. Mr. Valentine will spend several months abroad after his retirement.

H. D. Wetmore was seriously injured at his farm at Barrington, Ill., May 24. An automobile flying past frightened his horse, which turned into a ditch, upsetting the buggy upon Mr. Wetmore and his wife. Mrs. Wetmore escaped. Mr. Wetmore had his right leg broken and a bone fractured. He is recovering, and is expected to be out of bed in a month.

The eltr. and mill of the Star & Crescent Milling Co. at South Chicago were damaged June 7 by a fire which, starting on the first floor of the milling plant, was quickly carried to the roof, where it spread to the eltr. adjoining. Rialto Eltr. A, across the river from the plant, was badly scorched. All of the books and records in the office of the milling company were destroyed. The loss is estimated at \$7,000.

Applications for membership in the Board of Trade made by Chas. D. Fuller, Jas. F. McBurney, Alex. G. Bower, Wm. H. Ferguson, Harry L. Howell, A. G. Pearson, Chicago, and H. L. Pierson, of Maplewood, N. J., have been approved by the directors. Applications for membership have been made by Harold Zeiss, Allan H. Vaughan and Albert R. Shepard. The memberships of G. M. Baxter and the Est. of Jas. C. King have been sold.

Armour Eltr. D. burned May 30 with 30,000 bus. of wheat, 110,000 bus. of corn, 100,000 bus. of oats, 3,000 bus. of rye, and 15 cars of grain on track. When discovered the flames were coming from both ends of the eltr. A Burlington switchman was buried beneath one of the falling walls of the eltr. and 4 of the watchmen for the Armour Grain Co. were injured, one of them seriously. On investigation it was found that the fire started in the cupola and was probably caused by an explosion of grain dust. Loss on grain was about \$150,000; insurance on grain, \$253,000, the discrepancy between this and the actual loss is explained by the fact that much grain had been removed without readjusting the insurance. The house was built 6 years ago at a cost of about \$500,000. Eltr. C was damaged, the loss amounting to about \$200.

## ILLINOIS.

New Salem, Ill.—Dow & King are buying here.

Scottsburg, Ill.—A. W. Ford has succeeded Warren & Co.

Riggston, Ill.—Oakes & Green have succeeded B. F. Green.

Hadley, Ill.—Frank Sykes has succeeded the Barry Milling Co.

Mazon, Ill.—Mammon & Button have succeeded H. E. Mammon.

Lena, Ill.—Work has been commenced on an eltr. for Miles White & Co.

Peoria, Ill.—The Warren Commission Co. has succeeded Warren & Co.

Beason, Ill.—The Shellabarger Eltr. Co. is building a 60,000-bu. addition.

Bristol, Ill.—I have sold my eltr. here to J. M. Skelly.—E. H. Young, Dwight.

Loxa, Ill.—John O. Linder has installed three news dumps and additional cribs.

Hudson, Ill.—The Farmers Eltr. Co. has succeeded the Hasenwinkle Grain Co.

Varna, Ill.—The LaRose Grain Co. has succeeded the Marshall County Grain Co.

Sibley, Ill.—The Sibley Eltr. Co. in two days recently took in 560 loads of shelled corn.

Morton, Ill.—The Turner-Hudnut Co., of Pekin, has succeeded the Farmers Eltr. Co.

Harpster, Ill.—The Shellabarger Eltr. Co. has installed a 1,500-bu. American Grain Meter.

Armington, Ill.—E. F. Verry & Son will rebuild at once their eltr. which burned May 2.

Joliet, Ill.—A 1,000-bu. American Grain Meter has been installed by the Truby Grain Co.

Lexington, Ill.—The Lexington Eltr. Co. has installed a new 4-ton Fairbanks Scale at the grain office.

Armstrong, Ill.—Wm. Murray, who succeeded R. G. Risser recently, is building an addition to his eltr.

Hopedale, Ill.—Schulte & Smith have torn down their eltr., and are building a 25,000-bu. eltr. on the site.

Galesburg, Ill.—A. H. Barlow, formerly with the Harris, Scotten Co., will go with Geo. S. Dole July 1, as manager.

Lovington, Ill.—No movement of grain from this point; farmers holding for higher prices.—M. C. Davenport & Co.

Kinsman, Ill.—F. H. Curtis, formerly with W. H. Perrine & Co., at Ponemah, has accepted a position as mgr. of the Highland Grain Co.

Gerald, Ill.—We have purchased the eltr. formerly owned by Campbell & Co. Its capacity is about 40,000 bus.—H. C. Bear & Co., Penfield.

Reddick, Ill.—M. H. Cooley has purchased the eltr. of W. J. Herscher on the Wabash Ry. thru J. M. Maguire. Possession will be given June 11.

Abingdon, Ill.—J. H. Dole & Co., of Chicago, are moving their eltr. here 50 ft. to get better track facilities, and are remodeling to make the house up-to-date.

Crete, Ill.—Wm. Seggebruch has purchased the eltr. of Herman J. Sternberg. He has resingled the house and made other improvements to facilitate business.

Natrona, Ill.—The eltr. of the Farmers Grain & Coal Co. was struck by lightning May 26 and burned. The house was

built about 3 years ago at a cost of \$10,000.

Maroa, Ill.—The Shellabarger Eltr. Co. of Decatur has taken charge of the eltr. recently purchased from M. R. Allsup. E. P. Bowden has charge for the new owners.

Kerrick, Ill.—The Farmers Eltr. Co. has purchased for \$4,000 the eltr. of the Hasenwinkle Grain Co. and has taken possession. Jos. Raycroft will manage the business.

Wilton, Manhattan P. O., Ill.—Work has been commenced on the eltr. for M. Truby, of Joliet. E. Eyrick, a farmer, is making arrangements for the erection of an eltr.

Danville, Ill.—We have been considering the matter of building a small house, but nothing definite has been done as yet in regard to it.—Bartlett, Kuhn & Co., Terre Haute, Ind.

Emden, Ill.—Bartlett, Frazier & Carrington, Chicago, will in the near future build an eltr. to replace the house burned May 14. The eltr. of the Smith-Hippen Co., of Pekin, burned recently.

Kilbourne, Ill.—Geo. Ranson, of Havana, and Robert Dolbin, of Kilbourne, have purchased the eltr. of the National Farmers Exchange and will organize a company to operate it.

Morrisonville, Ill.—Thos. Doyle, of Arcola, has purchased the eltr. of P. R. Doran and took possession June 1. Mr. Doran, who has been in the grain trade here for about 20 years, will retire from business.

St. Joseph, Ill.—The St. Joseph Grain Co. has taken possession of the eltr. which it purchased the first of the year from John B. Woodin, which has been operated by the Zorn Grain Co. C. A. Peabody is mgr.

Jacksonville, Ill.—The grand jury has indicted C. F. Tonn and John A. Carpenter, operating as the Star Commission Co.; Oscar Weisenberg, T. S. Erixon, W. E. Welch and J. W. Ralstin, on the charge of operating bucket-shops.

Cissna Park, Ill.—Mike Weidner, an old and respected grain dealer, died June 3 of heart trouble. He retired from the grain business 2 years ago to look after other business. He was about 60 years old.—Cissna Park Grain Co.

Springfield, Ill.—The Illinois Railroad and Warehouse Commission on June 5 decided to make a 10 per cent reduction on wheat, grain, lumber and coal. The rates on 6th class are reduced to per cent and the 7th class 8 per cent.

Pontiac, Ill.—The Farmers Eltr. Co., which recently succeeded S. L. Morrison, has secured a site on the Wabash Ry., and will build an eltr. at once. Additional funds have been raised, and it is expected that the capital will be increased to \$15,000.

Seneca, Ill.—The M. J. Hogan Grain Co., the incorporation of which was reported in this column May 25, has succeeded to the business of M. J. Hogan. The new company is composed of M. J. Hogan, W. H. Bechstein, of Mokena, and M. J. Hogan, Jr.

Rook Creek, Graymont P. O., Ill.—The Rook Creek Farmers Grain Co., recently incorporated, has purchased for \$6,114 the 60,000-bu. eltr. operated by the Rogers Grain Co. The house was owned by the I. C. Ry. Possession was given June 1. Jas McMahon is mgr.

Blandinsville, Ill.—The eltr. of C. W. Carroll burned May 17th with 20,000 bus.



of grain and a tank containing 60 gallons of gasoline. The building cost \$3,500, and was insured for \$1,500. Half of the grain, which was owned by Mr. Carroll, was insured for \$1,000, but the rest, owned by farmers, was not insured.

Fairgrange, Ill.—On the evening of May 30 a small cyclone struck this town doing considerable damage. It struck our eltr. and tore a 10,000-bu. oat bin from the house and turned it over on its side; completely wrecked a 5,000-bu. corn crib and a smaller crib. The eltr. proper was not damaged. Our loss is about \$1,200.—Wyeth & Hardin, Charleston.

Dwight, Ill.—E. H. Young, of Yorkville, has purchased the 2 eltrs. of the Standard Grain Co. on the C. & A. Ry. Schumacher & Harrison Bros. have dissolved partnership, Will Schumacher retiring. Harrison Bros. will continue to operate the eltr. on the I., I. & I. Ry., and have purchased one of the eltrs. recently purchased by E. H. Young from the Standard Grain Co. The deals were made thru J. M. Maguire.

Campus, Ill.—Wm. Schumacher, formerly of the firm of Schumacher & Harrison Bros., Dwight, has purchased thru J. M. Maguire, the eltr. and banking business of Keasby, Harrison & Co. Mr. Schumacher will move his family here and take possession of the property July 1. Mr. Keasby will go to Stanford, his old home, where he will have charge of 2 eltrs.

Dana, Ill.—In the suit of Sauer & Son against the Atchison, Topeka & Santa Fe Railroad Co., the appellate court of June 1 affirmed the verdict of a jury in the lower court giving the firm \$1,250 damages for failure to furnish sufficient cars to move grain out of their eltr. in January, 1903. Between Dec. 19 and Mar. 17 the railroad company supplied the firm only 22 cars, and on no day was more than one car furnished.

New members recently admitted to membership in the Illinois Grain Dealers Ass'n are the Queen City Grain Co., of Cincinnati, O.; the Fitzsimmons-Kreider Milling Co. and Jas. Heneghan, Jacksonville; J. R. Craig, Ferris; McElroy & Treadway, Arenzville; Oakes & Green, Riggsport; Winchester Milling Co., Winchester; W. D. Poorman, West Union; A. B. Cardwell & Son, Vermillion; W. H. Graham, Bluffs; H. L. Deppe, Meredosia; Byron McEvers, Glasgow.

Peoria, Ill.—The new weighing department of the Peoria Board of Trade went into operation June 1 with Joseph M. Harker as chief supervisor and Fred H. Patch, Harry C. Odell, George I. Brown, Alex McDonald, C. F. Fitten, Harry E. Blye and Wm. Smith as assistants. One man will be stationed at each of the distilleries and eltrs. to see that the weights are correct, and watch cars on track to see that grain is not stolen. With the establishment of this new bureau the charge of 25c per car at eltrs. for weighing has been abolished, and in place of this there is a uniform charge of 25c per car for the supervision of weight.

## INDIANA.

Indianapolis, Ind.—The Board of Trade will soon hold its annual election.

Cook, Ind.—C. E. Nichols & Co., of Lowell, will build a 10,000-bu. eltr.

Markleville, Ind.—I. B. Jones has purchased for \$6,000 the eltr. of Lewis & Fatic.

Swayzee, Ind.—The Niccum-Henley Co. has bot thru John A. Rice the eltr. of F. C. Davis.

Pence, Ind.—F. R. Pence's power house was damaged recently by fire, causing \$532 loss, and slight damage to eltr.

Fortville, Ind.—John A. McComas has installed a new hopper scale in the eltr. recently purchased from Paul Hagen.

Cassville, Ind.—J. P. Rauschart, of McClure, O., has purchased thru John A. Rice the eltr. of Halstead Bros., and is now operating it.

Hazelrigg, Ind.—H. C. Clark has sold his eltr. to John W. Wilhelm, of Clinton county, who has leased it to Morrison & Finch, of Lebanon, for one year.

Kokomo, Ind.—The Howard Mills, operated by H. S. Dawson, burned May 19. Loss, \$5,000; insurance, \$3,300. The fire originated from hot bearings.

Winamac, Ind.—The Brafford Milling & Grain Co. incorporated, \$8,000 capital stock. Incorporations, J. M. Brafford, L. F. Brafford and P. G. Brafford.

Indianapolis, Ind.—Oran M. Pruitt has petitioned the State Railroad Commissioners to revise the car service rules in the interest of fairness to shippers.

Williamsport, Ind.—Miller & Hinton have purchased the eltr. of O. W. Bishop and will operate it after June 15. The sale was made thru John A. Rice.

Be sure to attend the semi-annual midsummer meeting of the Indiana Grain Dealers Ass'n to be held at the Claypool hotel, Indianapolis, Ind., June 27.

Evansville, Ind.—W. H. Small & Co. will soon let the contract for concrete storage tanks of 150,000 bus. capacity in addition to their present working house.

Evansville, Ind.—The eltr. and flour mill of the Melrose Milling Co. burned May 29. The fire caught from an adjoining building, which also burned. Loss, \$150,000.

Ging, Ind.—Geo. C. Alexander has purchased a half interest in the eltr. of Cary Jackson and the firm of Jackson & Alexander is now operating the eltr.—Geo. C. Alexander.

Bluffton, Ind.—The bucket-shop of Kelly & Chronister has been closed, because suckers were few. At one time Bluffton supported three bucket-shops, now there is not one.

Bath, Ind.—College Corners P. O., O.—The eltr. of the Willey Mill and Eltr. Co., of Ross, O., burned recently with about 1,400 bus. of corn and 800 bus. of wheat. Loss, \$6,500; adjusted at \$5,827.

Edinburg, Ind.—I have succeeded the Edinburg Eltr. Co. and the late firm of Cutsinger & Webb. I have passed my fiftieth mile post and the most miserable year I ever experienced was the one and only year I was out of the grain business.—David R. Webb.

Greenfield, Ind.—W. L. Wright, manager of the eltr. of the E. A. Grubbs Grain Co., while attempting to place a belt on a pulley had his clothing caught and torn from his body, except a section of one trousers leg and his hat. Fortunately he was unhurt.

Indianapolis, Ind.—The Cleveland Grain Co., of Cleveland, O., has purchased a site at Beechgrove, on the Big Four southeast of here, and is preparing plans for the erection of a large eltr. plant to be used by the company as a terminal eltr. in moving grain eastward from Illinois and the west. The main building will be of steel and tile and will have ca-

capacity for 1,000,000 bus. of grain, and in addition there will be 32 cement storage tanks, 80 ft. high and 25 ft. wide.

## PROGAM INDIANA MEETING.

The program for the midsummer meeting of the Indiana Grain Dealers Ass'n at the Claypool hotel, Indianapolis, follows:

Wednesday, June 27, 10:30 a. m.

President's Address—E. M. Wasmuth, Roanoke, Ind.

Reciprocal Demurrage and Proper Distribution of Cars—Geo. C. Wood, Windfall, Ind.

Wednesday, June 27, 1:30 p. m.

Terminal Inspection—J. W. McCordle, Indianapolis.

Unreasonable Delay of Grain Enroute and at Terminals—A. F. Files, Muncie, Ind.

Report of Meeting of National Ass'n—A. E. Reynolds, National Director, Crawfordsville, Ind.

Address—John F. Courcier, Sec'y Nat'l Ass'n.

Miscellaneous Discussion.

Adjourn.

## INDIAN TERRITORY.

Muskogee, I. T.—The Midland Mill & Eltr. Co. is building 10,000-bu. eltrs. at Hardy, Foraker and Skiatook, Okla., and Fulsa and Jenks, I. T., all located on the Midland Valley R. R.

Checotah, I. T.—The Lawrence Grain & Produce Co. incorporated, \$10,000 capital stock, to handle farm products. Incorporators, Milo E. Lawrence, J. H. Newcomer, A. L. Lawrence, E. E. Swinney and F. B. Clay. A grain eltr. is being built.

## IOWA.

Portsmouth, Ia.—The Atlas Grain Co. has remodeled its eltr.

Churdan, Ia.—M. E. Blazer has just completed an 18,000-bu. eltr.

Rolfe, Ia.—J. H. Charlton has purchased the eltr. of Jos. White.

Cylinder, Ia.—The Reliance Eltr. Co. has installed a new gasoline engine.

Toronto, Ia.—B. C. Horstman has rented the eltr. of W. C. Ensdorf, Jr., for a year.

Ocheyedan, Ia.—The Farmers Eltr. Co. has purchased the eltr. of Anderson & Moen.

Chatsworth, Ia.—One of the eltrs. here recently was struck by lightning, doing \$10 damage.

Grimes, Ia.—E. T. Aulich has succeeded W. H. Hubbard as mgr. for the Atlas Grain Co. here.

Garden City, Ia.—B. J. Lighthall has succeeded Peter Eide as mgr. for the Diamond Grain Co.

Ira, Ia.—I have bot the eltr. plant of Bowen & Regur and have succeeded them.—Wm. F. Rippey.

West Bend, Ia.—Leo Balgeman has purchased the eltr. of W. E. Simpson and took possession June 1.

Sioux City, Ia.—Mr. Terwilliger has purchased the interest of H. Dwight in the Terwilliger & Dwight Co.

Iowa Falls, Ia.—The Farmers Mutual Eltr. Co. has let the contract to C. A. Bamber for the erection of an eltr. to cost \$4,000.

Boxholm, Ia.—Clarence Smith, of

Paton, is repairing his father's eltr., which is operated under lease by the Farmers Eltr. Co.

Kirkman, Ia.—The eltr. of J. H. Schmidt burned June 2, with 3,000 bus of wheat and 3,000 bus. of corn and oats. Loss, \$10,000; insurance, \$6,000.

Humeston, Ia.—A. Humeston & Son has succeeded A. Humeston. C. S. Humeston, who has been with O. A. Talbot & Co., of Keokuk, has formed a partnership with his father.

Milford, Ia.—H. E. Shuttleworth, of Ochevedan, has purchased the eltr. and grain business of W. D. Paton and has also traded his residence at Ochevedan for Mr. Paton's residence here.

Story City, Ia.—The Farmers Grain Co. began business June 1 in the eltr. purchased from E. L. Erickson. Peter Eide, formerly agt. for the Diamond Grain Co. at Garden City, is mgr.

Oxford, Ia.—We have purchased the eltr. and cribs of Dan Driscoll, grain and stock dealer, and took possession about April 1. Mr. Driscoll has gone back to his farm.—E. D. Jones & Co.

Jefferson, Ia.—I have been transferred to Jefferson from Grimes to succeed Mr. Troup in charge of the eltr. of the Atlas Grain Co. here. Mr. Troup is now with the Neola Eltr. Co. here.—W. H. Hubbard.

Ashton, Ia.—The Farmers Eltr. Co. incorporated, \$25,000 capital stock, to deal in all kinds of farm products, merchandise, live stock, etc. Incorporators—F. E. Townsend, Peter Kappes, F. Krogman and others.

Cedar Rapids, Ia.—The Pawnee Cereal Co. will soon let the contract for a large feed mill and packing house to form part of its large oatmeal milling plant. Nothing is being done toward reconstructing the botched concrete plant of the Bosch Consumers Barley & Malt Co.

Grafton, Ia.—The Farmers Co-Operative Ass'n has been organized with Jas. Smith, pres.; Henry Tesch, vice-pres.; Chas. Classel, treas., and E. M. Classel, secy. A building committee has been appointed with power to purchase a site and materials for building an eltr.

Livermore, Ia.—Barney Devine, who recently purchased the eltr. of the Iowa & Minnesota Cereal Co., has organized a company of farmers to operate the house. The officers are: Mr. Devine, pres.; Wm. Cox, vice-pres.; J. B. Aldtman, secy., and N. C. Miller, treas.

The indebtedness of co-operative companies under the Iowa law must not exceed 2/3 of the capital stock; and under Sec. 1616 of the code failure to substantially comply with this requirement renders the individual property of the stockholders liable for corporate debts.

Lavinia, Ia.—The Lavinia Grain Co. incorporated, \$3,000 capital stock, to deal in all kinds of farm produce, merchandise, farm machinery, etc. Incorporators, Dr. C. H. L. Souder, pres.; Theodore Riley, secy.; Ed. Davis, treas.; H. O. Jones, W. A. Cook and J. W. Brayton. The company has purchased the eltr. of A. Schmidt & Son, of Lytton.

Council Bluffs, Ia.—The Von Dorn Grain Co., of Omaha, Neb., has let the contract to the Younglove Construction Co., for the erection of its 50,000-bu. eltr., on which work will begin at once. The house will be 40 ft. square and 159 ft. high, of wood covered with corrugated steel. The plant will cost \$14,000, and will have switch tracks from the North-

western, Burlington and Rock Island Roads.

## KANSAS.

Ocheltree, Kan.—C. H. Mossman & Co. contemplates building an eltr.

Glen Elder, Kan.—S. H. Marshall will tear down his eltr. and rebuild on the site.

Garnett, Kan.—The eltr. for the Garnett Milling Co. has been about completed.

Thayer, Kan.—The Thayer Grain Co. has been incorporated with \$5,000 capital stock.

Scott, Kan.—The Walnut Creek Milling Co., of Great Bend, is building a large grain eltr.

Dodge City, Kan.—The Farmers Eltr. & Supply Co. will install 2 Hall Signaling Distributors.

Kings, Valeta P. O., Kan.—The White Rock Eltr. Co. is equipping its eltr. with an improved Hall Distributor.

Kansas City, Kan.—Talk is heard of re-establishing the Board of Trade which several years ago was abandoned.

Osborne, Kan.—John Thomas, of Prairie View, has purchased the eltr. formerly operated and owned by W. F. Vawter & Co.

Concordia, Kan.—Chas. Swartz has purchased for \$3,000 the eltr. of the Duff Grain Co. Possession will be given July 1.

Osage City, Kan.—The eltr. for the Osage City Grain & Eltr. Co. is about completed and will be ready to handle the new crop.

Seward, Kan.—The Larabee Flour Mills Co., of Stafford, has bot the 20,000-bu. eltr. of Geo. Wetig & Sons on the M. P. Ry.

Palmer, Kan.—Burt Homett has succeeded P. J. Slipsager as mgr. for the Baker-Crowell Grain Co.—W. C. Brown, mgr. H. C. Strohm.

Millerton, Kan.—Seitz & Render have purchased the eltr. of Howe & Boyd. The new firm is composed of J. A. Seitz, of Anson, and Tom Render.

Holton, Kan.—S. W. Wheland and Bernard Bros. have purchased the grain and feed business of Quacken & Co. Mr. Wheland will manage the business.

Little River, Kan.—The H. Parker Grain Co., of McPherson, will build a 14,000-bu. eltr. on the site of the present eltr., which will be torn down. A. L. Manassa is mgr. here.

Topeka, Kan.—The fees collected during April by the state grain inspection dept., as shown by the report of John W. Radford, chief inspector, amounted to \$1,761. During the month 1,782 cars were weighed and 2,312 cars inspected.

Hillsdale, Kan.—A. N. Protzman & Son are tearing down their old eltr. and will build another on the site, which will cost about \$5,000. The main building will be 18x24x20 ft. A small grain dump and a corn dump will be installed. Power will be furnished by a 15-h. p. gasoline engine.

Ablenè, Kan.—C. B. Hoffman & Son, of Enterprise, have brot suit against H. S. Minor, manager of the Abilenè Grain Co. to recover \$4,465 alleged to be due on grain sales. The firm states that Minor has been using its money in his transactions. Mr. Minor denies being the agent of the firm.

Jamestown, Kan.—The Jamestown Grain

Co., recently incorporated, has purchased for \$5,500 the eltr. of the Jamestown Co-Operative Grain, Milling, Live Stock & Mercantile Co. The officers of the new company are: B. D. French, pres.; F. E. Gray, vice-pres.; A. M. French, secy. and treas. C. E. Bentley is mgr.

Dexter, Kan.—The eltr. to be built by the L. C. Adams Mercantile Co. is to be of reinforced concrete. The outer wall will be a circle 28 ft. in diameter and the inner wall a circle 16 ft. in diameter, with six partitions dividing the grain bins, all 6 in. thick. The engine house will be built against one side of the eltr., and on top will be a square frame cupola. The house was designed by W. W. Lockwood.

## KENTUCKY.

Louisville, Ky.—The new Kentucky feed law will go into effect June 13.

Auburn, Ky.—The Auburn Mills were sold May 23 for \$10,000 to J. Guthrie Coke, who took possession at once and is now operating it without change of management.—Chas E. Bates, mgr.

## LOUISIANA.

Lake Charles, La.—The Louisiana and Texas Rice Millers and Distributors Ass'n has elected the following officers: C. J. Bier, pres.; Joseph Broussard, of Beaumont, vice-pres.; W. D. Marshall, of Crowley, secy.; A. B. Allison, of Crowley, treas.

New Orleans, La.—The Board of Trade has established rules and standards governing the weighing and inspection of hay. The hay committee is composed of A. G. Swaffield, chairman, Geo. J. Pleasants, Henry B. Schreiber, H. W. Benedict, and T. J. Stanton.

New Orleans, La.—The grain exports from New Orleans during May were 158,350 bus. of wheat, 66,757 bus. of corn, 720,473 bus. of oats and 60,000 bus. of barley; compared with 218,229 bus. of corn, but no wheat, oats or barley, for May, 1905. Exports since Sept. 1 and prior to June 1 have been 1,406,855 bus. of wheat, 18,172,655 bus. of corn, 3,729,055 bus. of oats and 1,081,075 bus. of barley; compared with 17,408,353 bus. of corn and 14,575 bus. of oats, but no wheat or barley, for the corresponding period of 1904-5, as reported by W. L. Richeson, chief grain inspector of the New Orleans Board of Trade.

## NEW ORLEANS LETTER.

New Orleans grain exporters cannot help comparing conditions here with those of Galveston, New Orleans' rival gulf port, from which only 16,000 bus. of wheat were shipped during May.

A hay famine which existed several weeks ago resulted in big prices being obtained by local dealers. This situation was followed by the natural rush of hay to this market, with the result that dealers are overstocked with lower grades. All hay grading No. 1 timothy or better is commanding good prices.

Little grain is moving in the export trade, and there is little likelihood of any appreciable movement for several months. The result is that the large stocks in the eltrs. at Westwego, Stuyvesant Docks and Chalmette have a tendency to depress the market for oats, stocks of which amount to 174,000 bus. All of this is destined for local consumption, but in the face of the fact conditions are reasonably good, resulting from a steady demand. The demand for corn is also very active, due to the short crops in



the immediate vicinity. Planters are large buyers of both corn and oats, and there is a good movement to the West Indies and Central America, which are counted as local territory, because of the necessity of sacking all grain moving to these countries. Stocks of wheat June 5 were 68,400 bus., and of barley, 18,000 bus.

The grain and freight transportation committees of the Board of Trade, acting jointly by authority of the directors of the exchange, still have under consideration the request of certain local dealers to carry the matter of the elevation charge paid lessees of eltrs. in New Orleans before the Interstate Commerce Commission. After the public hearing on this question, at which all the lessees, the interested railroads, the complainants and the interior dealers were represented, the matter was taken under advisement by the joint committee, but no decision has yet been reached. This delay is being permitted because it is hoped a satisfactory settlement of the controversy may be arranged without resort to litigation, and it is stated positively by at least one local dealer that he has inside information that hereafter all eltrs. in New Orleans will be operated by the owners. It is more than likely, should the eltrs. be leased for another year, that local dealers, among them complainants before the joint committee, will be represented among the lessees.—A. R. H.

### MARYLAND.

Baltimore, Md.—John W. Snyder, and Henry Lederer have gone to Europe on a Johnston line boat.

Baltimore, Md.—After having been closed for two months for repairs and improvements, including the erection of a Hess Drier, Northern Central Railway Eltr. No. 3 was reopened May 24. The Central Eltr. Co. has given notice that the charges for drying corn in the new drier will be, on rejected corn, 1½¢ per bu.; on No. 3 corn, 1¢ per bu.; on steamers, ¾¢ per bu., the loss of weight to be borne by the owners and the charges are to be made on the weight of the corn after being dried.

### MICHIGAN.

Gaylord, Mich.—Piehl & Co. are building a grain eltr.

Mt. Pleasant, Mich.—The Slocum Grain Co. has been organized with \$10,000 capital.

Owendale, Mich.—The Owendale Grain & Lumber Co. has been organized with \$5,000 capital.

Melvin, Mich.—The Stockbridge Eltr. Co. has bot the eltr. of N. Kerr & Son, and will take possession July 16.

Otisville, Mich.—The Stockbridge Eltr. Co. is talking very seriously of building an eltr. at Otisville.—O. M. Ramlow, mgr., Otter Lake.

Croswell, Mich.—The Wallace & Orr Co., of Bay Port, has purchased the eltr. of D. Kinsey. The house has capacity for about 20,000 bus. of grain.

Elkton, Mich.—A. L. Chamberlain, mgr. for the Elkton Grain Co., will on July 1 take over the management of the Sandusky Grain Co., at Sandusky.

Owosso, Mich.—Claire Barrett, for several years with S. M. Isbell & Co., Jackson, has purchased H. N. Ainsworth's eltr. on the Grand Trunk and the Michigan Central, and will take possession July 1.

Sandusky, Mich.—The Wallace & Orr Co., of Bay Port, has organized a sep-

arate corporation here known as the Sandusky Grain Co. The eltrs. of Bickel & Co. and Greeley & Co., having a combined capacity of 75,000 bus., have been purchased. The officers of the company are: W. H. Wallace, Bay Port, pres.; Geo. B. Morley, Saginaw, vice-pres.; W. J. Orr, Bay Port, secy; Alfred L. Chamberlain, treas. and mgr. This corporation is practically the same as the Bad Axe Grain Co., at Bad Axe, of which Fred W. Kinde is mgr. The Wallace & Orr Co. is interested in 13 eltrs. and expects to increase this number very soon.—Wallace & Orr Co., W. J. Orr, mgr.

### MINNEAPOLIS.

For the assets of the Spencer Grain Co. 15 per cent has been offered by the Cargill Eltr. Co.

V. H. Troendle, recently with the Spencer Grain Co., is in Europe and on his return expects to re-enter the paper business.

### MINNESOTA.

Harris, Minn.—Mr. Spivak, of Sunrise, is building an eltr.

Benson, Minn.—The Northwestern Eltr. Co. will build an eltr.

Garvin, Minn.—The farmers have purchased the eltr. of Bingham Bros.

Currie, Minn.—Walter Sweetman will build an eltr. on his farm north of town.

Clarkfield, Minn.—The eltr. belonging to G. H. Ledbetter has been remodeled.

Hanley Falls, Minn.—G. H. Ledbetter has completed a grain warehouse.

Storden, Minn.—O. C. Land has been retained as mgr. for the Storden Grain Co. for another year.

Duluth, Minn.—Chas. M. Owen, grain dealer, was married recently to Miss Laura Brown, of St. Paul.

Doran, Minn.—The Farmers Eltr. Co. has been organized and will build an eltr. Syvert O. Oksness is secy.

St. Paul, Minn.—The hearing on railroad rates will be resumed June 20 by the state railroad commission.

Westbrook, Minn.—The Farmers Co-Operative Eltr. Co. has bot the eltr. of F. Krouger.—O. C. Land, Storden.

Courtland, Minn.—The Atlas Eltr. Co. is taking down its eltr. and will remove it to some point in North Dakota.

Balaton, Minn.—The Farmers Independent Eltr. Co. has secured a site and will build an up-to-date 25,000-bu. eltr.

Taopi, Minn.—Gilchrist & Co., of McGregor, Ia., are tearing down their eltr. and will build another house on a new site.

Winona, Minn.—J. C. Hensey, representing the Milwaukee Eltr. Co., has removed from this city to Milwaukee, Wis.

Worthington, Minn.—The farmers and storekeepers are talking of building a grain eltr. G. W. Patterson is interested.

Ruthton, Minn.—The farmers have bot an eltr. from the Interstate Eltr. Co. and will commence business when the new crop starts.

Rothsay, Minn.—The Geo. Tileston Milling Co., of St. Cloud, has leased the eltrs. of the Rothsay Eltr. Co., at Rothsay and Lawndale.

Wylie, Minn.—The Wylie Farmers Eltr. & Mercantile Co. has been incorporated by Fred Gother, M. C. Sortedahl, Chas. Johnson and others.

Tracy, Minn.—Bingham Bros. closed their eltr. June 1, probably to be opened again at the beginning of the new crop movement.—D. H. Evans.

Melrose, Minn.—State grain sampling stations, similar to the one recently instituted at Willmar, are to be maintained at Melrose and Sandstone.

Buffalolake, Minn.—The Farmers Eltr. Co. has been incorporated with \$15,000 capital stock, and has purchased for \$4,250 the eltr. of the McIntyre-Ingold Co.

St. Peter, Minn.—Louis Rice has accepted the position of foreman of construction for the Plymouth Eltr. Co., which will build several new houses this summer.

Sacred Heart, Minn.—The Sacred Heart Produce Co. has completed a new office separate from the eltr. and engine room. An Invincible Grain Cleaner has been installed.

Danube, Minn.—Work has been commenced on the 30,000-bu. eltr. for the Farmers Eltr. Co. The plant is to cost \$4,760, and be completed by July 15. Chas. Webster has the contract.

Duluth, Minn.—The Board of Trade contemplates the addition of several stories to that part of its building which contains the trading floor, to give the trading room better light and air, which are being shut off by the erection of high buildings adjoining.

St. Paul, Minn.—Judge Sanborn of the federal court on May 30 issued a perpetual injunction against Edwards, Wood & Co., restraining them from distributing the grain quotations of the Chicago Board of Trade. A similar decision is expected in the suit against the A. H. McDermott Commission Co., of Kansas City, Mo.

Duluth, Minn.—The temporary shipping eltr., built by the Peavey Eltr. Co. to transfer the grain from the concrete house to vessels, has been completed and has loaded its first cargo. The system consists of a belt which carries the grain from the eltr. to the dock, where it is elevated and spouted into the vessel. Its capacity is 15,000 bus. per hour. The temporary house does not interfere in any way with the construction of the permanent working house.

Perham, Minn.—Work has been begun on the razing of the eltr. of Andrews & Gage. The materials will be shipped to some point in North Dakota and a smaller house will be built on the site. It was planned at first to move the eltr. to make room for the double track, but the workmen found it too heavy. W. R. McGrann, who has had charge for the company here, has been transferred to Richdale to take charge of the company's eltr. there until the new house here is completed.

St. Paul, Minn.—Commissioner C. F. Staples has demanded an investigation of the allegations by Senator McCumber of North Dakota that more grain was shipped out of the state than was weighed in. McCumber alleged that in 10 years shippers had been defrauded of 26,000,000 bus. of wheat in dockages and weights. Frank R. Crumpton, on whose statement the Senator based his charges, has since made affidavit that it was an error in computations. Judge Sanborn of the Federal Court at Madison, Wis., who severely censured the Minnesota Grain Inspection Dept. in his recent decision on the Wisconsin Grain & Warehouse act, also has retracted, admitting that "the 26,000,000 bus. shrinkage may

turn out to be an exaggeration if not a mistake."

## MISSOURI.

Kansas City, Mo.—L. R. Hurd has purchased W. H. Winants' membership in the Board of Trade.

Ladonia, Mo.—Wilder & Pearson have not sold their business, as was erroneously stated in this column May 25.

The receipts of wheat at St. Louis during May were 872,938 bus., against 536,714 bus. for the same month last year.—W. H.

Kansas City, Mo.—The C., R. I. & P. Eltr. will be enlarged by the addition of 7 storage tanks, to cost not less than \$5,000.

Kansas City, Mo.—J. W. Helm, of the Helm Grain Co., has been expelled from the Board of Trade for uncommercial conduct.

St. Louis, Mo.—W. H. Alcock is now representing the Van Dusen-Harrington Co., of Minneapolis, on the Merchants Exchange.

Golden City, Mo.—I am for the present mgr. of the business of H. H. Steele, who has removed to Kansas City.—J. P. Leiss, formerly at Jasper.

Kansas City, Mo.—W. G. Hoover, formerly with the Simon-Shields Grain Co., is now representing the Rosenbaum Grain Co. on the floor of the Board of Trade.

St. Louis, Mo.—The National Co-operative Commission Co. recently organized at Chicago, has opened a branch office here under the management of John D. Mullally.

St. Louis, Mo.—The Orvis Grain Co. incorporated, \$2,500 capital stock, to do a general business in dealing in and sacking grain. Incorporators, H. P. Orvis, O. A. Orvis and C. W. McClellan.

St. Louis, Mo.—The number of bushels constituting a car load has been increased by the Merchants Exchange to: Wheat, 1,000; corn, 1,100; oats, 1,600; rye, 1,000; and barley, 1,300.

Kansas City, Mo.—John T. Snodgrass has been succeeded by Snodgrass & Co., Mr. H. H. Steele, grain dealer of Golden City, Mo., and his son-in-law, John R. Neil, being members of the new firm.

Kansas City, Mo.—The Moore-Lawless Grain Co. incorporated, \$20,000 capital stock, to do a grain commission business on the Kansas City Board of Trade. The officers are: W. C. Moore, pres.; N. H. Meeker, vice-pres.; G. A. Moore, treas.; C. W. Lawless, secy.

St. Louis, Mo.—The directors of the Merchants Exchange recently voted to appeal from the decision of the circuit court in favor of C. H. Albers which restrained the Exchange from denying him the privileges of the floor. It is believed the Exchange should have the right to discipline its members.

Kansas City, Mo.—The Missouri Railroad and Warehouse Commissioners recently held a hearing to determine whether the Dixie and Wabash Eltrs. were public or private warehouses. Thru their attorney, Frank Hagerman, the eltr. men contended that they made no charge for storage, that they accepted grain only for transfer from one railroad to another, and that from three to ten days were usually required to make a transfer. The inspections of the private inspection bureau of the Kansas City Board of Trade were declared by the eltr. men to be su-

perior to those of the state bureau. It was hinted by the eltr. men that the commissioners were simply desirous of making places for two more state inspectors.

Kansas City, Mo.—The Missouri Railroad and Warehouse Commissioners recently heard evidence against F. H. Tedford, state grain inspector, on charges by P. H. McVeigh, a discharged inspector, that grain was not properly graded. McVeigh alleges that he graded a car of corn No. 2 mixed because, while the eltr. foreman claimed it was No. 2 yellow, a large lot of dirty white corn had been placed in one end of the car. Another inspector graded it the same as he and later four deputies gave it the same grade, but later two of them changed their grading under orders from Tedford.

## NEBRASKA.

Lewiston, Neb.—J. F. Todd has succeeded Court L. Parker as agt. for F. A. Derby, of Sabetha.

Kenesaw, Neb.—J. W. Sewell & Co., of Hastings, have installed a new gasoline engine in their local eltr.

Hallam, Neb.—Geo. Schram has secured a position with the State Eltr. Co. here.—J. F. Todd, Lewiston.

Omaha, Neb.—The eltr. of the Updike Grain Co. at South Omaha, has been made regular by the Grain Exchange.

Wilber, Neb.—The Farmers Eltr. Co. has been incorporated by Henry Dammroger, C. W. Buck, Leonard Burger and others.

Cairo, Neb.—J. E. Cox is remodeling his eltr. and will install new machinery purchased from the York Foundry & Engine Works.

Geneva, Neb.—The Farmers Eltr. Co. has installed a 15-h. p. boiler, has overhauled its eltr., and made several changes and repairs in its eltr.

Lincoln, Neb.—The Ewart-Lowe Grain Co. has succeeded the Ewart-Wilkinson Grain Co., Elliott Lowe having purchased the interest of Mr. Wilkinson.

Walton, Neb.—J. W. Knight is repairing his eltr. and has installed a 500-bu. Howe Hopper Scale, purchased from the York Foundry & Engine Works.

Herman, Neb.—The eltr. to be built by Henry Roberts will have capacity for 20,000 bus. Work will be commenced as soon as the materials are on the ground.

Humphrey, Neb.—The Farmers Eltr. Co. has purchased for \$3,500 a site adjoining the U. P. right-of-way, and will begin soon the erection of an eltr. to cost \$7,000.

Hoag, Neb.—The Farmers Eltr. Co. has let the contract to G. H. Birchard for the erection of a 20,000-bu. eltr. The building is to cost \$5,000. The work will be begun at once.

Lincoln, Neb.—Referee Pemberton on May 28 filed an opinion with the supreme court that the state is entitled to a perpetual injunction against the Nebraska Grain Dealers Ass'n.

Beaver City, Neb.—The Farmers Business Ass'n incorporated, \$5,000 capital stock, to do a general grain business and deal in live stock. Incorporators, W. C. Kinsman, C. W. Downing, and others.

Uehling, Oakland P. O., Neb.—Doors were blown from the eltr. of the Deveux Eltr. Co. during the cyclone which passed thru this town May 25. The rumor that the plant was wrecked is baseless.

De Witt, Neb.—The Farmers Eltr. Co. incorporated, \$20,000 capital stock, to deal in grain, live stock, coal, lumber and farm machinery. The company has purchased the eltr. of C. O. Ainsworth and took possession May 28.

Wilsonville, Neb.—The Independent Farmers Shipping Ass'n has closed the contract with the York Foundry & Engine Works for an entire equipment of machinery for its new eltr. A Howe Gasoline Engine is included.

Gretna, Neb.—The eltr. of the Duff Grain Co. burned recently, with a small amount of grain. The loss is partially covered by the insurance, and the plant will be rebuilt at once. Louis Weeth is the local agt. for the company.

Lincoln, Neb.—The Atlas Eltr. Co., of Minneapolis, has been incorporated under the laws of Nebraska to buy and sell grain in Nebraska, and the original capital stock has been reduced from \$500,000 to \$200,000. A. G. Moritz is pres., and F. M. Mann is secy.

Yanka, David City P. O., Neb.—The eltr. of the Omaha Eltr. Co. was struck by lightning May 24. The roof of the building was torn off and the machinery was damaged. One of the employees of the company who was loading grain was thrown down by the shock, but escaped injury.

Mascot, Neb.—J. M. Grace & Co., recently incorporated, have ordered an improved Hall Distributor and a Hall Non-Chokable Boot to install in their new eltr. The contract has also been let to the York Foundry & Engine Works for a Barnard & Leas Cleaner, Howe Wagon and Howe Hopper Scales.

Omaha, Neb.—The Nye-Schneider-Fowler Co. will equip its 1,000,000-bu. terminal eltr. with 7 Hall Non-Chokable Boots for 20x7 Rialto Eltr. Cups. The owners are expecting that double the amount of grain will be daily elevated than over the ordinary boot, with less power and attention. This eltr. is expected to be the most complete and convenient of any of the new terminals in this new grain center.

Omaha, Neb.—May corn for Omaha delivery was run up to 55 cents during the bull deal in which A. B. Jaquith was the leading long. Mr. Jaquith sold enuf on the last day to mark the quotation down to a close of 47½c, which he considered a fair basis for the settlement of short contracts. The validity of a tender of 80,000 bus. of corn, for which receipts were presented for registration after 10 o'clock, is questioned. The certificates were issued by the Updike Grain Co. and delivered to Mr. Jaquith.

## NEW ENGLAND.

Boston, Mass.—Grain receipts are very heavy and hundreds of cars are being held on track waiting for the eltrs. to catch up.

## NEW YORK.

Buffalo, N. Y.—It is reported that Williams & Murphy have failed.

Bergen, N. Y.—Geo. Sands is building a 32x54x30 ft. grain and bean eltr.

Waterford, N. Y.—The eltr. for A. D. Shepard & Co. has been completed.

Buffalo, N. Y.—The following have been appointed on the grain committee by Pres. Waters: R. E. Pratt, chair-



man, H. S. Guthrie, T. J. Stofer, C. E. Collard and F. L. McMullen.

New York, N. Y.—The F. M. Turnbull Co. incorporated, \$25,000 capital stock, to deal in grain, hay, straw, feed, etc. Incorporators, Frank M. Turnbull, Newark, N. J.; E. Adams and Cornelia M. Adams, New York, and F. W. Margarum, Sussex, N. J.

New York, N. Y.—The financial statement of the Produce Exchange for the fiscal year just closed shows an income of \$326,072 and expenses of \$279,752, leaving a surplus of \$46,320, which is \$21,827 more than the surplus of the preceding year.

New York, N. Y.—The hay firm of L. S. Dillenbeck & Co. has been dissolved, Mr. Dillenbeck retiring, and the business will be continued by the other partner, Chas. J. Austin. Mr. Austin has been associated with the hay trade of New York City since 1884, and is pres. of the New York Hay Exchange.

Buffalo, N. Y.—We are indebted to F. Howard, Mason, secy., for a copy of the annual report of the Chamber of Commerce of Buffalo for 1905. A list is given of members and associate members, and detailed statistics of the trade and commerce of the port, together with the interesting annual report of the lake weighmaster, giving the amount over and short on all cargoes of grain weighed into and out of each of the eltrs. under his supervision.

New York, N. Y.—The Produce Exchange has amended its rules for grading grain, the place of the old general rule on no grade being taken by two rules for "No Grade" and "Unmerchantable," the no grade general rule reading, "All grain which on account of quality is not suitable for any of the established grades and is not in a heating condition, shall be classed No Grade," and the unmerchantable rule reading, "All grain that is hot or in heating condition, burned or smoky or for any reason unfit for warehousing, shall be classed and graded Unmerchantable, and treated as provided in the rules of the railroad companies, and contained in their agreement with the New York Produce Exchange.

#### BUFFALO LETTER.

State millers are mostly shut down or the next thing to it if they are dependent on winter wheat for their supplies.

The strained side of the grain trade is still from the scarcity of winter wheat, which promises to last to the end of the crop.

The bulk of winter wheat offering here is No. 3 or poorer, which does not make flour that is really worth producing, so that the millers are not finding any relief from that direction.

State millers are still refusing to buy winter wheat to any extent, as they say it is not possible to get the cost out of it in flour. If the new crop does not turn out better the state mills will be idle mostly for another year.

There is still the opening rate of 4 cents on wheat by canal to New York, but the boats are getting less grain to carry than they need and are tying up here till it moves more freely. A large amount of oats is moving eastward just now, as compared with other grains.

Though lake grain came in very slow during May on account of the lake strike, the amount by lake to the end of May is 21,688,757 bus., as against 16,553,506 bus. to date last season. The amount has been

exceeded about a dozen times in former seasons. The movement by lake is slowly increasing.

Spite of the fact that feed is about \$5 a ton more than it was a year ago the local mills are still getting considerable premium for spot bran, though it is not a dollar, as it has been sometime. Grass feed has cut down prices some, though if the dry weather continues it will soon go up again.

The new addition to the Chamber of Commerce building is assuming a fine appearance, and it is said to be far enough advanced to warrant the expectation of occupation about December. One of the managers said rather grimly the other day that he had only one strike to worry him now and that was a small one.

The hot-corn season is over. It has been short and not very intense, as the weather has been so cool right along. It all comes from winter-shelled corn that is not sent forward at once. The amount of loss from this practice is very great. The grain inspectors always take a long breath when only fresh-shelled corn comes in.

The effort to get the Kellogg Eltr. into the eltr. pool is still on, but is making no progress. The pool is suffering from it much as it did last season. A single Buffalo concern is said already to have given the Kellogg a million bus. of grain this season, which appears to know how to get ex-lake grain through east at a rate even lower than the through all-rail rate.

The lakes return to the grain trade very slowly, though there is enough improvement now to make pretty sure that the average amount of business will be done over this lake-and-rail and lake-and-canal route this season. This harbor probably escaped a spring grain blockade on account of the lake strike, which, though lasting but nine days, is still exerting an influence over the business.

The roads have always been very arbitrary in regard to car grain, but a late sample of their methods has angered a grain buyer, who happens to have an eltr. and a feed mill and litigation may follow. The grain man bought a car of grain that came in on the Lake Shore and when he ordered it to his eltr. and mill the road refused. The transfer must be made through its own eltr. no matter if it did have to be put into a car again for the final trip. So the grain man refused the grain and talks about the Interstate Commerce Commission.—J. C.

#### NORTH DAKOTA.

Maddock, N. D.—The Great Western Eltr. Co. is building an eltr.

Loma, N. D.—J. B. Boyd, of Langdon, contemplates building a grain warehouse.

Gladstone, N. D.—I will build an annex to my grain eltr. this year.—Geo. W. Lee.

Spiritwood, N. D.—Work has been begun on the 50,000-bu. eltr. for Rounsville & Doty.

Glenburn, N. D.—The Farmers Eltr. Co. has been organized and will build a 40,000-bu. eltr.

Carpio, N. D.—The Farmers Eltr. Co. has been receiving bids for the erection of a 25,000-bu. eltr.

Binford, N. D.—Aug. Evers is the new grain buyer for the Great Western Eltr. Co. at this station.

Hannaford, N. D.—Work has been be-

gun on the eltr. for the Farmers Eltr. Co. by J. Lund & Co.

Leonard, N. D.—Mr. McLean, agt. for the Monarch Eltr. Co., will undergo an operation for appendicitis.

Myra, Embden P. O., N. D.—The Great Western Cereal Co. has purchased the eltr. of Walker & Huyck.

Tyler, N. D.—The Farmers Eltr. Co. will receive bids until Aug. 1 for the erection of a 20,000-bu. eltr.

Lankin, N. D.—The Farmers Eltr. Co. has let the contract for the erection of its 40,000-bu. eltr. to T. F. Costello.

Minnewaukon, N. D.—The Farmers Eltr. Co., recently organized, is said to have purchased the Oneill-Lahart Eltr.

Denbigh, N. D.—The North Dakota Realty & Investment Co., which has purchased the eltr. of C. A. Pake, will build an annex.

Hoople, N. D.—The St. Anthony & Dakota Eltr. Co. has let the contract to T. F. Costello for the erection of its eltr. to replace the house burned March 12.

Guelph, N. D.—The Northwestern Eltr. Co. is putting a new foundation under its 35,000-bu. eltr. and will install new dump, scales and gasoline engine.

Lidgerwood, N. D.—The Farmers Eltr. Co. has been incorporated, with \$10,000 capital stock. Incorporators, John Goolsby, Jas. Goolsby, Lewis Winje, and others.

Sawyer, N. D.—The Sawyer Farmer Co-operative Ass'n incorporated, \$25,000 capital stock. Incorporators, F. N. Pitkin, D. D. Whaley, Velva, R. W. Beighle, and others.

Lallie, Oberon P. O., N. D.—The eltr. for Wm. Plummer, of Minnewaukon, has been completed. John S. Aker, of Minnewaukon, is building an eltr. this summer.—Edw. Alfsen, mgr. Flora Eltr. Co., Flora.

Medberry, Edgeley P. O., N. D.—Mr. Sorenson has completed arrangements for the erection of a 40,000-bu. eltr. and has let the contract to Wickstrom & Saveron for the work. Will Sorenson will have charge when the house is completed.

Amenia, N. D.—The Amenias & Sharon Land Co. is rebuilding its eltr., which burned last fall. The plant will be composed of a storage warehouse and a working house connected by a belt conveyor, both buildings to be metal covered.

Considine, N. D.—The St. Anthony & Dakota Eltr. Co. will build a 40,000-bu. eltr. to replace the house burned May 16. The company will continue business until the new house is completed thru the eltr. of the Imperial Eltr. Co., which has been closed for some time.

Ardoch, N. D.—John S. Gund, the agt. for the Northwestern Eltr. Co., who left for Canada several weeks ago, has returned and given himself up to the sheriff, who had a warrant out for his arrest on a charge of embezzling \$250 from the eltr. company, altho the shortage is said to be nearly \$2,000.

Colgate, N. D.—J. J. McIntire, buyer for the Imperial Eltr. Co., will leave his position to take up farming in Michigan. His superintendent, Mr. O'Brien, offers a premium for kodak pictures of Mac holding a plow. Mr. McCarty, agt. for the Cargill Eltr. Co., keeps the rest of us in misery by explaining the ifs and ands of his new direct spout. Mr. Cook, agt. for the St. Anthony & Dakota Eltr. Co., has been doing good natured work cleaning

seed grain. The Farmers Eltr. Co. contemplates installing a 5,000-bu. cleaner in view of the new system—namely: all grain to be sieved for dockage at terminals. H. B. Borneman is mgr. The St. Anthony & Dakota Eltr. Co. will renew its drive-way this season.—X. X.

## OHIO.

Atlanta, O.—C. G. Campbell contemplates enlarging his eltr. this season.

Cleveland, O.—The eltr. and feed store of E. M. Folsom burned recently. Loss, \$20,000.

Sunbury, O.—The eltr. of W. O. Buckingham & Son burned recently. Loss, \$20,000; partly insured.

Cincinnati, O.—The Interstate Grain Co. has begun work on the foundation of its new hay warehouse.

Farnham, Conneaut P. O., O.—L. L. Cass of Weston has completed his 15,000-bu. eltr. on the C., H. & D. Ry.

Belle Center, O.—The eltr. of Jos. Timmons was damaged recently by fire, which was discovered in time to be put out easily.

Cincinnati, O.—The grain committee of the Chamber of Commerce has been considering a number of changes in the grades of grain.

Frankfort, O.—Elias Hutton has purchased the eltr. formerly owned by N. M. Coyner and will take possession in July. —Willis McCafferty, agt. Chas. McCafferty.

Cincinnati, O.—Willis F. Tracy has brot suit against the Phoenix Grain & Stock Exchange and Joseph E. Jones & Co., alleged bucket-shops, to recover margins lost.

North Washington, O.—Patty & Co. succeeded O. M. Abt June 1. The new firm is composed of C. Patty and O. M. Abt, and will deal in grain and seeds, making a specialty of yellow ear corn.

Columbus, O.—The Seeds Grain Co., Willis Jones of Mt. Sterling, and Baum & Robinson have bot the eltr. of the Columbus Grain & Eltr. Co., and will build an addition for sacking grain for southern trade, and a hay warehouse.

Painesville, O.—The Painesville Eltr. Co. has elected the following officers for the ensuing year: P. J. Mighton, pres.; R. G. Mayhew, secy.; W. T. Cowles, treas. The company contemplates building a concrete addition to its eltr. in the near future.

Marietta, O.—The American Hay & Grain Co. succeeded the Marietta Brokerage Co. June 1. The personnel of the company is the same and the only change is in the name of the firm, which is composed of F. L. Alexander and E. E. Finch.—F. L. Alexander.

Xenia, O.—We have sold the eltr. of Geo. Little, located in this city, to Greeley & Co. of Sandusky, Mich., thru our advertisement in the Grain Dealers Journal. The eltr. is a large one on the C., H. & D. R. R., operated under the name of the Xenia Grain & Seed Co. Possession will be given July 1.—Miami Grain Co.

New Holland, O.—Chas. E. Groce is repairing and remodeling his eltr. The height of the building has been increased to 71 ft. The contract has been awarded to the Jeffrey Mfg. Co. for equipping the house with pulleys, conveyors, etc., and the Huntley Mfg. Co. will put in a new separator and cleaner in the mill. Channing Vierebome is mgr.

Rushsylvania, O.—Lehrer & Sackett of the White Oak Milling Co. have purchased the mill and electric light plant of the trustees of the Kenyon Bank. The mill will be remodeled into an up-to-date eltr. and feed mill. A 60-h.p. gas engine and gas producer will be installed for operating the eltr. and electric light machinery.—W. T. Sackett.

## TOLEDO LETTER.

Rosewood, O.—E. H. Wilson has sold his grain eltr. to G. E. Stephenson.

The local 'change was closed last Monday on account of the election in Illinois.

While the movement of the grain to this market is light, with wheat and corn during the month of May, it was nearly double the movement of May a year ago. The receipts of wheat for May, this year, amounted to 142,500 bus., as compared with 96,000 bus. of May, 1905. Corn receipts for last month totaled 596,000 bus., against 267,500 bus. for May a year ago. With oats, the situation is just as marked the other direction, the receipts for last month being 420,400 bus., against 812,600 bus. for May, 1905.—H. D.

## OKLAHOMA

Hobart, Okla.—The Farmers Eltr. Co. will build or buy an eltr.

Lahoma, Okla.—The Home Grain Co. of Kansas City is repairing its eltr.

Kingfisher, Okla.—Smith & World have purchased a site and will erect an eltr.

Yukon, Okla.—The Oklahoma Mill & Eltr. Co. has sold its eltr. to D. Bouden.

Ashley, Okla.—The Oklahoma Mill & Eltr. Co. has sold its eltr. to the Alva Roller Mills.

Roosevelt, Okla.—The Roosevelt Grain & Eltr. Co. is building a 10,000-bu. eltr. on the Frisco.

Norman, Okla.—H. G. Lindsay has sold his 15,000-bu. eltr. on the Santa Fe to E. R. Chastain.

Whiteagle, Okla.—Donahoe Bros. of Mulhall are building a 15,000-bu. eltr. on the A., T. & S. Fe Ry.

Oakwood, Okla.—The Thomas Milling Co. of Thomas will build a 10,000-bu. eltr. on the Orient Ry.

Carmen, Okla.—The Carmen Roller Mills have succeeded the Carmen Eltr. Co.—Carmen Roller Mills.

Billings, Okla.—The Home Grain Co. of Kansas City is moving and repairing its eltr.—W. H. Brockman.

Phillips, Avar P. O., Okla.—Randels & Grubb of Enid are building a 10,000-bu. eltr. on the A., V. & W. Ry.

Granite, Okla.—W. L. Perkins has taken M. N. Hudson into partnership and the firm is now Perkins & Hudson.

Oklahoma City, Okla.—Alvin Harbour, representative of T. H. Bunch here, is now in the real estate business at Enid.

Cherokee, Okla.—The Farmers Federation has opened a new 15,000-bu. eltr. on the D., E. & G. R. R. W. F. Gibson is mgr.

Billings, Okla.—The El Reno Mill & Eltr. Co. has sold its 10,000-bu. eltr. on the Rock Island to the G. M. Dizney Grain Co.

Oklahoma City, Okla.—The R. H. Drennan Grain Co. will build eltrs. in Beggs, Morris, Mounds, Boynton and Bixby, I. T.

Garber, Okla.—The Garber Milling Co. has been incorporated by W. S. Wil-

cox, D. Story, Mr. Thorpe, and M. S. Miller for \$20,000.

Davidson, Okla.—The Red River Grain & Eltr. Co. incorporated, \$5,000 capital stock. Incorporators, J. B. Rinkle, Will Bell and J. E. Thrush.

Hennessey, Okla.—The Hennessey Grain Co. incorporated, \$5,000 capital stock. Incorporators, W. D. Capps, Fred Eyler, J. H. Bash and Lyman Hobbs.

Dill, Okla.—The Orient Gin & Eltr. Co. incorporated, \$5,000 capital stock. Incorporators, J. W. Kerley and W. H. Morrison of Cordell and J. W. Morrison of Dill.

Lawton, Okla.—The Lawton Mill & Eltr. Co. incorporated, \$50,000 capital stock. Incorporators, W. J. Arthur, of Edmond, F. M. English, E. S. Arthur and John Bednar of Lawton.

Enid, Okla.—The Enid Wholesale Grain Co. incorporated, \$10,000 capital stock. Incorporators, J. H. Shaw and W. M. Randels, of Enid and C. C. Smith and Glen Smith of Hennessey.

Clyde, Okla.—The Clyde Eltr. Co. incorporated, \$6,000 capital stock. Incorporators, O. P. Bryson and A. P. Ward, of Medford, C. H. Eulberg, of Wakita, G. B. Bluebaugh and F. P. Privett, of Clyde.

Blackwell, Okla.—Vandenburgh Bros., grain brokers, have merged their business with the grain dept. of the Blackwell Milling & Eltr. Co., and will look after the operation of the 18 eltrs. and the grain business.

Manchester, Okla.—The Manchester Grain & Fuel Co. incorporated, \$5,000 capital stock. Incorporators, Clem and C. E. Livengood and O. D. Hyder, of Wakita, L. Feeley, J. J. Warnock and T. J. Boyers, of Manchester, and Harry Feeley, of Anthony, Kan.

Oklahoma City, Okla.—The Higgins-Roberts Grain Co., recently incorporated, has started in business here. J. M. Higgins was formerly in the grain business at Blackwell, C. C. Roberts was formerly in the banking business at Lone Wolf.

Agra, Okla.—The I. C. Pierce Grain & Eltr. Co. incorporated, \$15,000 capital stock, with principal business offices at Agra, Foraker and Salt Creek station. The directors are: I. C. Pierce and C. C. Layman, of Agra, and F. C. Walters, of Kansas City.

Alva, Okla.—The Alva Roller Mills has bought the eltrs. of the Aetna Milling Co. at Woodward, Fargo, Gage and Shattuck, Okla., and Higgins, Tex., all on the A., T. & S. Fe Ry. The company has also just completed a 100,000-bu. steel eltr. with 11 steel tanks adjoining.

Stillwater, Okla.—Perry Cheatham has succeeded Babcock Bros. & Cheatham and will continue to operate the 8,000-bu. eltr. on the A., T. & S. Fe Ry. Babcock Bros. have organized the Stillwater Mill & Eltr. Co., the incorporation of which was reported in this column May 25, and have purchased Sam Plummer's mill and the eltrs. of Babcock Bros. & Cheatham at Glencoe and Mehan.

## OREGON.

Portland, Ore.—The Consolidated Dock Co. incorporated, \$25,000 capital stock, to conduct a general brokerage, commission, warehouse, shipping and wharfage business and to ship and store grain. Incorporators, L. A. Lewis, Gay Lombard and F. B. Thorne.



## PENNSYLVANIA.

State College, Pa.—I am not in the grain business any more, thank God.—J. W. Stuart.

Philadelphia, Pa.—W. C. McNutt & Co., grain merchants and local representative of a western milling firm, made an assignment May 21 to F. C. Newbourg, Jr., who says that the liabilities and assets are about equal.

Pittsburg, Pa.—Arguments on the quo warranto suit against Food Commissioner Warren will be heard in this city in October, by the supreme court. The suit will test the constitutionality of the act and the right of Mr. Warren to exercise the duties of his office.

Pittsburg, Pa.—The firm of P. Keil & Son has been formed by P. Keil, J. T. Keil and Chas. R. Deemer to continue the grain, hay and commission business at 201 Grain Exchange bldg., formerly conducted by Keil & Thorne, which firm was dissolved by the death of Robert Thorne.

Philadelphia, Pa.—Christian Muller, senior member of the grain firm of Muller, Steel & Co., was killed May 28 by falling under a train at Tabor station, while returning from the funeral of a friend. Mr. Muller was 72 years of age and it is supposed that he was taken suddenly ill.

Philadelphia, Pa.—Eltr. A. of the Girard Point Storage Co. has been condemned and is being dismantled. It was one of the export terminals of the Pennsylvania Ry., but will not be replaced, as ample facilities will be found in Eltr. B, with a capacity of 1,250,000 bus., and Eltr. C, with its addition.

Ephrata, Pa.—Two boys were playing on the third floor of a grain eltr. May 31, when one dared the other to jump into a bin. The lad jumped, was drawn under and suffocated by the wheat, the men called by the screams of his companion being unable to pull the boy out. The lads were 9 and 12 years of age.

Pittsburg, Pa.—Robert Thorne, pres. of the Pittsburg Grain & Flour Exchange, and one of the promoters of the National Hay Ass'n, died May 23, after having been ill three months with spinal trouble. Mr. Thorpe was born at Curlesville, Pa., and went to Pittsburg with his parents when a boy. Soon after having been graduated from the high school he entered business with his father, Robert Thorne. In 1880 he became identified with the grain business, starting with D. G. Stewart, with whom he remained until 10 years ago, when he joined Peter Keil under the firm name of Keil & Thorne. For four years he had been treas. of the Grain & Flour Exchange and a year ago was elected pres., an office where his ambition to forward the interests of the Exchange of which he had been a member 25 years, found expression in the inauguration of improvements and facilities for expediting the business of the Exchange. The Exchange adopted resolutions of sympathy with the bereaved family, adjourned over Saturday, May 26, and the members attended the funeral in a body. He is survived by the widow and one son, Gerritt Thorne.

## PHILADELPHIA LETTER.

Grain brokers J. Pultz, Edmund Delp and others are already making preparations for their summer vacation.

The grain and flour firm of McNutt & Connelly, which recently went into bankruptcy, it is now stated will not resume again.

High grade hay is not plentiful, and there is a good outlet for choice timothy stock at full prices. Arrivals are mostly of undergrades and mixed invoices.

The mill feed market is very firm. The mills are oversold and choice feed is scarce and high priced, notwithstanding that pasturage is showing improvements now.

The grain markets are quiet with trade at a standstill. Cash wheat continues very firm. The flour market is dull with bakers and local jobbers well stocked for present needs.

The members of the Commercial Exchange gave their treas., Samuel C. Woolman, a grand welcome home, after being gone for several months on an extensive trip to the Mediterranean countries and Palestine, accompanied by his wife and daughter.

The estate of Major E. A. Hancock, prominent as a grain exporter, has been appraised at \$235,000 and upwards, and as he died intestate, his widow and son, James Hancock, will be the sole beneficiaries.

The export grain trade is to be given enlarged facilities by the Allan Steamship line, that has just placed the steamer City of Vienna in service between this port and Liverpool, St. Johns, Halifax and Glasgow, and detached the steamship City of Bombay from the East India trade, each of these boats having a 12,000-ton capacity, against a 6,000 ton complement of the steamships, Carthaginian, and Buenos Ayrean, retired. A New and Buenos Ayrean, retired. A Newfoundland trade has been assured.—S. R. E.

## SOUTH DAKOTA.

Whitewood, S. D.—The Rapid River Milling Co. is building an eltr.

Colman, S. D.—E. I. Rudd is building a 10,000-bu. eltr. on his farm.

Labolt, S. D.—The Farmers Grain & Live Stock Co. contemplates building an eltr.

Alexandria, S. D.—The Farmers Eltr. Co. has remodeled its eltr. and installed a new spout.

Delmont, S. D.—The Farmers Eltr. Co. has purchased and will operate the eltr. of J. P. Williams & Son.

Garden City, S. D.—The Farmers Mercantile & Eltr. Co. contemplates increasing the capacity of its eltr.

Sioux Falls, S. D.—The annual meeting of the Tri-State Grain Indemnity Co. will be held here on Aug. 1.

Flandreau, S. D.—The Farmers Eltr. Co. will increase its capital stock from \$2,000 to \$10,000 and will build an eltr.

Tripp, S. D.—Doring & Hirsch will build eltrs of 25,000 bu. capacity on the Soo road at Gardena, N. D., Overly, N. D., and Eckman, N. D.

Parkston, S. D.—Fergen & Co. intend to put up a 30,000-bu. eltr. this summer. It will be 80 ft. high and 32x32 ft. Work will be commenced July 1.

Menno, S. D.—Zehnpennig & Betts, of Parkston, have purchased one of the eltrs. of J. J. Decker. Mr. Decker will continue to operate the other house.

Florence, S. D.—At this new town on the extension of the M. & St. L. officials of the road have decided to grant sites for 8 eltrs., believing that a million bus. of grain will be marketed this fall.

Bradley, S. D.—On account of the

new line which the Minneapolis & St. Louis Ry. is building, 3 houses will be moved from the C., M. & St. P. track to the Minneapolis & St. Louis Ry. This the dealers are doing in order to keep out competition.

Tyndall, S. D.—I have bot the eltr. and machine business of M. Radak and have sold my old eltr. to L. Wagner, who will operate it. Harry Bradford has taken charge of the eltr. for the McCaull-Webster Eltr. Co., to fill the vacancy caused by the resignation of M. Brooks.—Wm. McBurney.

Erwin, S. D.—The Farmers Eltr. Co. has let the contract to L. O. Hickok for the erection of a 40,000-bu. eltr. to be completed by July 15. G. T. Snyder will retire from the grain trade July 1, after serving 16 years with the S. Y. Hyde Eltr. Co. at Erwin. I have painted and otherwise repaired my eltr.—H. B. Atwood.

## SOUTHEAST.

Atlanta, Ga.—E. E. Lowe, the head of the E. E. Lowe Co., grain and lumber dealers, was reported critically ill May 25 from the effects of drinking ammonia, which he mistook for medicine.

Hamilton, Va.—The Hamilton Milling Co. has purchased for \$22,000 the mill and eltrs. of the John R. Smith Milling Co. at Purcellville and Pæonian Springs. Possession will be given July 1.

Birmingham, Ala.—The Birmingham Grain Co. incorporated, \$30,000 capital stock, to do a wholesale and retail business in grain, flour, meal, hay, etc., and to build and operate grain eltrs. and warehouses. Incorporators, Ernest Redd, Mrs. E. P. Redd and Dr. H. C. Pope. Ernest Redd is pres. of the company.

Charleston, W. Va.—W. F. Brown, of this city, has bot the interest of C. J. Turley in the brokerage business of Turley & Steele, which will be continued along the same lines as before under the new name of Steele & Brown, except that the business probably will be increased thru Mr. Brown taking an active interest where Mr. Turley did not. J. D. Steele will continue as general manager.

## TENNESSEE.

Nashville, Tenn.—Logan & Co. contemplate building a 65,000-bu. eltr.

Memphis, Tenn.—John Wade and J. J. Stephenson have been appointed as the grain quotations committee for June by Pres. W. F. Battle, of the Merchants Exchange.

Memphis, Tenn.—The receiver of the B. I. Busby Co. has brot suit against several of the stockholders, alleging that their capital had been withdrawn from the company; and the Mercantile Bank has brot suit against B. I. Busby and others to recover a balance of \$8,000 on a note for \$9,000.

Memphis, Tenn.—Pres. Battle of the Merchants Exchange delivered the address of welcome to the Fraternity of Operative Millers of America at their recent convention; and on the night of June 6 the visitors were given a smoker and luncheon on the floor of the Merchants Exchange.

Nashville, Tenn.—Officials of the Illinois Central and Southern Railways have appointed Chas. Rouzer manager and C. A. Harrison superintendent of the eltr. being erected. Both gentlemen have been identified with the grain trade of

this city for 15 years, and recently connected with the Nashville Warehouse & Eltr. Co.

## NASHVILLE LETTER.

Isaac T. Rhea, the well known local grain dealer, has returned from a trip up the Tennessee river.

Joe Fox, one of the officers of the Capitol Grain Co., of this place, has retired from the business and has moved to Montgomery, Ala.

Martin, Tenn.—The mill of F. M. Kennedy & Co., of this place, has been sold to the Stafford Milling Co. of Martin. The new owner will begin to remodel the mill at once, extensive improvements being contemplated.

A good demand is noted in all kinds of grain here, both locally and for shipment, notwithstanding that wheat and flour both remain slow. No material changes in quotations have been noted since last writing. The receipts have been in good quantity and the quality has also been excellent.—R. N. C.

## TEXAS.

Clifton, Tex.—G. J. Gibbs has succeeded Kell & Gibbs.

Waco, Tex.—Early, Foster & Co. have opened a branch at San Angelo.

Mart, Tex.—C. D. Whiteley has succeeded the Mart Grain & Eltr. Co.

Knox City, Tex.—S. Edwards, of Seymour, is building a 7,000-bu. eltr. on the Orient.

Graham, Tex.—The Wichita Mill & Eltr. Co., is building eltrs. at Graham & Holliday.

Ft. Worth, Tex.—The Smith Bros. Grain Co. is building a 50,000-bu. eltr. on the Santa Fe.

Wichita Falls, Tex.—The Hardin Grain Co. is building a 40,000-bu. eltr. on the Ft. W. & D.

Keller, Tex.—M. P. & E. E. Bewley are erecting a 50,000-bu. eltr. on the Transcontinental.

Waco, Tex.—Mr. Rowe has withdrawn from the Crouch & Rowe Grain Co. and gone back into the grocery business.

Denton, Tex.—C. F. Witherspoon is now on the Atlantic ocean bound for Europe, where he will spend several months.

Midlothian, Tex.—The Midlothian Milling Co. has succeeded the Midlothian Grain & Lumber Co. W. W. Majors is mgr.

Ft. Worth, Tex.—The Comer Grain Co. has discontinued business. J. A. Comer is now traveling for the Milwaukee Bag Co.

Rockwall, Tex.—The Rockwall Grain & Eltr. Co. incorporated, \$20,000 capital stock. Incorporators, J. P. Smith, J. T. Howard and J. B. Vesey.

Iowa Park, Tex.—The Hardin Grain Co. is building a 10,000-bu. eltr. on the Ft. W. & D. R. R., also a 7,000-bu. eltr. at Petrolia, on the Wichita Valley.

Petrolia, Tex.—The J. C. Hunt Grain Co., of Wichita Falls, is building a 7,000-bu. eltr. and increasing the capacity of its Wichita Falls eltr. to 30,000 bus.

Electra, Tex.—Burrage Grain Co., of Wichita Falls, is building a 70,000-bu. eltr. at Electra, also one at Oklaunion, Vernon P. O., on the Ft. W. & D. R. R.

Vernon, Tex.—The Cox-Campbell Grain Co. is building a 17,000-bu. eltr. on the Frisco and Sewell & Co. are erect-

ing a 10,000-bu. eltr. on the Ft. W. & D. R. R.

Plano, Tex.—R. L. Stevens has discontinued business here and has gone to Dallas, where he is now a member of the Lawther-Stevens Grain Co., successors to R. R. Lawther & Son.

Munday, Tex.—The C. C. Milling Co., of Seymour, is building a 10,000-bu. eltr. on the Wichita Valley R. R. S. Edwards, of Seymour, is also building a 7,000-bu. eltr. on the same road.

Morgan, Tex.—The Morgan Mill & Eltr. Co. incorporated, \$25,000 capital stock. Incorporators, Theodore Stegner, of Kansas City, and W. J. Watkins and R. McCauley, of Morgan.

Houston, Tex.—The city has been granted the privilege of stopping clean rice in transit, thus facilitating the transactions of rice brokers. The establishment of a rice exchange is talked of.

Higgins, Tex.—The Higgins Mill & Eltr. Co., recently incorporated, which is owned by Frank Kell and others, is building a mill here and an eltr. at Miami and Canadian, Tex., and Fargo, Okla.

Waco, Tex.—The dog of Eugene Early, president of the Grain Dealers Ass'n, was killed by the tornado of May 24. Altho deeply grieved Mr. Early will continue in the grain business and may buy another dog.

Waco, Tex.—The Early & Clement Grain Co. has succeeded the Fort Grain Co. The new company is composed of Eugene Early, of the Seley-Early Grain Co., and B. E. Clement, formerly of the Fort Grain Co.

Frisco, Tex.—The Frisco Grain & Eltr. Co. incorporated, \$10,000 capital stock. Incorporators, M. F. Smith, F. B. Schrader and J. P. Smith. The company is building a 20,000-bu. eltr. on the Frisco. M. L. Smith will be manager.

Read the decision of the Supreme Court of the United States declaring unconstitutional the provision of the Texas demurrage law placing a penalty of \$25 per day on carriers failing to supply cars for interstate shipments, as given in the column Supreme Decisions, this number.

McKinney, Tex.—The McKinney Eltr. Co., the incorporation of which was published in this column May 25, has bot out and succeeded Hill & King. Possession was given June 1. Ben Hill and Conant M. King, who composed the firm of Hill & King, are members of the new company.

Galveston, Tex.—The exports of grain from Galveston during May amounted to 16,000 bus. of wheat; compared with 188,571 bus. of corn, but no wheat, for May, 1905. Exports since Sept. 1 and prior to June 1 were 3,525,843 bus. of wheat, 11,299,009 bus. of corn and 281,450 bus. of barley; compared with 32,000 bus. of wheat and 5,606,117 bus. of corn, but no barley, for the corresponding period of 1904-5, as reported by C. McD. Robinson, chief grain inspector of the Galveston Board of Trade.

## WASHINGTON.

Sprague, Wash.—The Farmers Grain & Supply Co. will build a grain eltr. here.

Colfax, Wash.—The joint wheat rate hearing will be held here June 20 by the State Railroad Commission.

Bacon, Coulee City P. O., Wash.—The Spokane Milling Co. will build a grain eltr. here. This is a new town between Coulee City and Adrian.

## WISCONSIN.

Askeaton, Wis.—The eltr. of the A. G. Wells Co., of DePere, has been opened for business.

Darlington, Wis.—Thos. Crow, mgr. for P. B. & G. G. Barlow, dropped dead June 2. He was 51 years of age.

Milwaukee, Wis.—Chas. R. Lull will remove from the Chamber of Commerce to 56 Mitchell bldg.

Rockfield, Wis.—W. J. Klein, of West Farmington, has entered into partnership with his brother, Frank Klein, in his eltr. business.

Milwaukee, Wis.—Finley Barrell & Co., of Chicago, have opened a branch office here in the Hotel Pfister, in charge of Eugene R. Pike.

Superior, Wis.—Eltr. R. owned by McCabe Bros., was struck by lightning and burned, June 6 causing a loss of about \$150,000. Insurance, \$16,000.

Manitowoc, Wis.—The Seidl & Dalton Co., \$25,000 capital stock, and the Gould Eltr. Co., \$75,000 capital stock, have been incorporated by Frank A. Miller, O. F. Reuther and J. H. Nienaber.

Ashland, Wis.—A delegation of North Dakota farmers will visit this city about June 20 to look into its advantages as the location for the large terminal eltr. which the Minnesota Farmers Exchange contemplates erecting.

Marshfield, Wis.—A. Salzman, who operated a warehouse here for the H. E. McEachron Milling Co., of Wausau, died recently of heart trouble. He bot and sold hay and did an exchange business. Since Mr. Salzman's death his son, Riley Salzman has taken his father's position and is continuing the business.—Upham & Russell.

Superior, Wis.—Homer Andrew, chairman of the Wisconsin Grain & Warehouse Commission, died May 31 of acute Bright's disease. Mr. Andrew, while interested in a manufacturing company, was active in organizing the Superior Grain Inspection Dept., and his death is believed to have been hastened by his strenuous endeavors to pilot the commission thru its troubles in the courts. His genial nature made him highly esteemed by his associates on the commission and respected by his opponents. Before removing to Superior in 1893 Mr. Andrew was engaged with his brothers in the grain and livestock business at Brooklyn, Wis.



Alcohol Bill from the West Gets By the Chairman of the Senate Finance Committee.—Minneapolis Journal.



## Annual Meeting of Texas Dealers

The Eighth Annual Meeting of the Texas Grain Dealers Ass'n was called to order in Imperial Hall, Ft. Worth, May 24, 10:30 a. m., by Pres. J. Z. Keel.

After an invocation by Dr. A. E. Dubber and addresses of welcome by Mayor W. D. Harris and Secy. of the Board of Trade, Capt. B. B. Paddock, vice-pres. Eugene Early responded in his usual humorous vein.

Reading of minutes was suspended.

President J. Z. Keel, in the course of his annual address, said:

### The President's Address.

We have finished another year, and our association is now in its 8th year. Very necessarily the question comes to the minds of each one of us what have we accomplished during the year that has been beneficial to us as an organization, representing as we do the greatest interests in the state.

We succeeded at our own expense last season in getting quarantine restrictions removed from the shipment of our oats to the southeast, a territory in which our oats especially find a ready market. While to accomplish this result quite a little money was spent; yet the interests with which we are closely allied, the farmers have been much benefited.

Your president attended a meeting in Chicago last year, which represented the furthering of the interest of the people in rate regulations, by giving enlarged powers to the Interstate Commerce Commission. We had many good talks upon this important question. Some fiery speeches were made by Ex-Gov. Larrabee and Ex-Gov. Van Zant, who said he represented the people of the state of Minnesota, and that they wanted the commission to make rates which should remain in force until the higher courts should pass upon them. Our labor in that direction, seemingly, has been fruitless, and a broad court review has been given the railroads in a rate promulgated by the commission.

In the language of Ex-Senator Chandler "all invitations to the courts to interfere with the rates made by the commission should be stricken out, and if these things are not done in conference they will be done by some future congress which the people will choose for that purpose."

Thus far our efforts have been futile, and our president and recalled railroad senators have gobbled up everything, including the President himself.

What has our Ass'n. done during the year that has just passed? One thing especially we have done that should be commendatory. We have escaped the all searching eyes of our worthy attorney-general, and have not been called to Austin to appear before the bar of justice.

We have increased our membership, and while some obnoxious ones have been excluded from our membership, other and better people have taken their places. Our membership at the present time is composed of gentlemen of whom no organization should feel ashamed. Most of them have been tried and not found wanting.

Our Arbitration Committee which by the way I consider the most important feature of our Ass'n. has done excellent work. The docket has never been so nicely cleaned as it is to-day. I must say that I doubt if a more efficient and conscientious set of gentlemen could be found anywhere than these who compose this committee. So conscientious are they that in the adjustment of a claim a few days ago between an outside party and your president, they rendered their decision in favor of the outsider. Had they rendered their decision in favor of the highest officer of this Ass'n. it would seemingly have been an exhibition of partiality. And now coming to the close of my term I find it has cost me in one decision alone \$150. To have been your president is an honor with which no money consideration can compare, and the loss of \$150 is not too much for me to pay, and to know that my best friends, the arbitration committee, are such conscientious gentlemen.

Gentlemen, laying all jokes aside, it is a consolation to me that in the adjustment and arbitration of claims between members and non-members, the decisions have been made in favor of the non-members as they have for our members. While I do not delight in the fact that

many of us are turned down on our claims, yet it shows the honesty and integrity of our arbitration committee.

In our deliberations you have all treated me with the utmost respect. You have at all times accepted the rulings of the chair without murmuring and at all times the rap of the gavel has caught your ear. I have been much interested in my work by your worthy secretary, who has labored earnestly and assiduously for the good of the association when I leave the chair of the presidency of this association, I can say with pride to myself, I can look each member of this association in the face and call him my friend.

The report of Secy.-Treas. Dorsey showed that 35 firms had been admitted to membership during the year, 29 resigned, 3 were suspended for non-payment of dues, 1 died and 1 was expelled for failing and refusing to arbitrate, leaving a membership of 158 on May 21.

His financial statement showed:

### Treasurer's Report.

#### RECEIPTS.

On hand June 1st, 1905, \$51.07; Membership fees, \$350.00; Dues, \$2,003.10; Assessments, \$1,046.45; Advertisements in Constitution and Membership Lists, \$70.00; Deposits on arbitration cases, \$529.27; Refund on overcharge in fares in the South-east, \$10.35. Total, \$4,050.24.

#### DISBURSEMENTS.

Refunded on Membership Fees, \$10.00; Refunded on Dues, \$2.00; Refunded in Deposits in arbitration cases, \$324.27; Postage, \$181.70; Expenses of Arbitration, \$169.90; Stationery and Printing, \$116.15; Office Furniture and Fixtures, \$200.90; Exchange on collection of checks from members, \$2.30; Painting Sign on office door, \$2.50; Freight & Express charges in moving to Ft. Worth, and on Membership Lists, \$6.14; Long Distance Telephone bills, \$58.80; Secretary's Salary, \$1,750.00; Donated to Interstate Commerce Law Convention, \$50.00; Allowance to Judge McCaskey as retainer fee, \$25.00; Expenses of Special Committee on Weights & Grades, \$17.40; President Keel's Expenses to Chicago attending Interstate Commerce Law Convention, \$57.90; Expenses of Officers and Executive Committeemen, attending meetings, \$92.55; Total, \$3,050.91. Balance on hand, \$979.33.

### Secretary's Report.

After the close of last annual meeting, when it was decided to establish the secretary's office in Ft. Worth, realizing that the expenses would be greater, the Executive Committee made an assessment of 50 cents per month on each member for the year, practically making the dues, \$1.50, and this increase in revenue, together with the most earnest efforts on the part of your Secretary in keeping the members in line during this, one of the hardest years on grain men that has been witnessed, and an economical administration of the office and other expenses, accounts for the good financial showing.

I believe that our Ass'n. should congratulate itself upon the excellent showing made as this has been a very hard season on the grain men for the reason that there has been just about enough of the coarser grains to meet the demand. Nothing to be shipped out of any consequence and very little to be shipped in, consequently the grain man has almost been out of business. The condition of grain being rather poor and low prices prevailing on oats stored has prevented the grain man from deriving very much profit from this source.

You will note from the report of the Arbitration Committee that this branch of our work has seen the greatest increase in our history. More cases have been filed involving greater amounts and requiring a great deal more work in carrying on the correspondence, getting these matters ready, and considerably more hard work on the part of the Committee, but you will notice also from their report that revenues from this source have more than paid the expenses. We can account partly for the excessive business in arbitration matters on the ground of damaged grain and claims arising therefrom, and in many instances to grain from other territory coming in not being lost to grade and short in weights; and, again, we might attribute it to the fact that when business is light

with the grain man he may dig up his old claims, and from the further fact that during dull seasons like this a ten dollar bill looks larger to a grain man than it would during a good, active season.

Notwithstanding this dull season, we have kept our membership intact, with a small increase over last year notwithstanding the increase in expense, and we have lost only one or two members on account of additional expense and this demonstrates the fact that we have the most loyal membership to be found anywhere, and further, in order to increase our field of usefulness we should simply increase our dues to about what they have been, including the assessments, during the last year.

If your Secretary could be relieved of some of the clerical work, which can be done by a cheaper person, and give him an opportunity to get out and meet the members and grain trade and to help in a personal way to adjust matters, I think he could be worth a great deal more to the membership, Ass'n and grain trade generally, as if he is required to sit all the time in the office he has very little opportunity to get out and learn what is going on.

Last summer I noticed an article from Ex-Governor Sayers explaining the object of the Ass'n of the General Managers of the various railroads in the state, which tends to have a better understanding among the railroads and the people, and I immediately wrote him that if the railroads would employ sufficient help to enable them to pass upon claims filed against the railroads within a reasonable time, that they would have done as much towards this end as any other one action they could take. He referred the matter to the General Manager's Ass'n., which resulted in the establishment of a Claim Agent's Ass'n. and I was asked by the president of the General Manager's Ass'n. to request our members to report any claim within 30 days on which they would take the matter up and see that it was given prompt attention. I advised our members by circular of this arrangement and I have had only one complaint and in that instance the claim was paid before my complaint reached the President of the General Manager's Ass'n.

Since the establishment of the office at Ft. Worth and the devoting of my entire time to the work, I find that the scope of the work can be greatly enlarged and the benefits to the Ass'n. accordingly increased if your Secretary was provided with some assistant and had more time to spend with the members and trade generally, and I hope you will consider this matter before your adjournment.

Frank Keel moved that the Texas Grain Dealers Ass'n endorse and ratify the action of President Keel in subscribing \$50 to the Interstate Commerce Comite. Carried.

The report of the secy.-treas. and the auditing comite were approved.

L. G. Belew, chairman of the arbitration comite, read its report, from which we take the following:

### Report of Arbitration Committee.

We, your Arbitration Committee, herewith beg to submit our report of the work during the year just closed.

To properly value any attainment, the cost of its accomplishment is essential, and to that end the committee prefaces its report with a statement of the costs incurred by it in the course of its work during the year.

The committee has, during the year, held seven meetings, at a total cost to the Ass'n of \$169.90, chiefly comprised in the items of railroad fare and hotel expenses of members of the committee, these expenses having been increased materially by the necessity, in order to keep reasonably abreast of the docket, of holding several sessions during the year of two days and a night each. The committee received in fees \$205.00 net, having thereby exceeded its cost of maintenance by \$55.10.

As to the committee's work, there was pending at the beginning of the fiscal year 13 cases. There has been filed during the year 93 cases, a total of 106 cases. There has been disposed of 102 cases, and 4 are yet pending.

Of the 102 cases disposed of, the amount involved was \$11,534.64. Of this amount, the final disposition of the cases was as follows, to-wit: Adjudged guilty of refusing to arbitrate, \$4,806.87; compromised, \$466.00; dismissed, \$264.87; withdrawn, \$39.90; arbitrated, \$5,900.00; total, \$11,334.64.

Now, believing that an analytical study of a report of this sort is essential, if

any profit whatever is to be derived from it, the committee is impelled, first, to some analysis of these figures; and, second, to the deductions derived therefrom.

Turning, then, to the seeming gloomiest feature of these figures, the first impression is possibly one of discouragement to note that of the \$11,534.64 claimed in the 106 cases docketed, there was \$4,806.87 involved by refusals to arbitrate. But the horizon is cleared somewhat to point out that of this \$4,806.87, by far the major portion accrued through non-members; \$3,173.65 having been involved in one case alone wherein the recalcitrant was a member of a large northern exchange, against whom the limit of this committee's jurisdiction had been to declare him guilty of refusing to arbitrate. Besides this one case, there were nineteen others which the committee was compelled to close during the year by adjudging the parties guilty of refusing to arbitrate. But the aggregate involved in these 19 cases was less than the northern exchange case, having been only \$1,628.22.

Of the total of \$11,534.64 filed in claims before the committee, cases involving \$466 were compromised; other cases involving \$264.87 were dismissed at request of plaintiffs; and cases to the amount of \$93.90 were withdrawn.

These aside, and coming now to a consideration of only those cases brought to actual trial and in which awards were reached by the committee, the astonishing fact is presented that, of the total \$5,908.00 claimed in the 57 cases elaborated before and actually passed upon by the committee, only \$2,439.32, or barely 42 per cent of the total originally claimed, was held by the committee to be rightfully due the claimants.

If the committee was all right in these awards, this is a more striking than flattering commentary upon the thoroughness of claimants, which would certainly seem to warrant some censure to litigants, as no reasonable excuse offers for such disparity. Indeed, within its experience, this committee would have to ascribe this disparity either to a Happy-Go-Lucky disposition to make a hit-or-miss guess at the amount due, or to a desire to "play safe" by guaranteeing that the amount claimed before the committee would amply cover the indebtedness.

In addition to this, the committee has all too frequently been forced to note a too contentious, hair-splitting spirit on the part of litigants; or a stubbornness which seems to blind them to the merits of any view not entirely their own; or that persistent exaggeration of amounts justly due already mentioned, which would alone serve as a barrier to private set-

tlement between disputants; or, most regrettable of all, the inattention to repeated requests for settlement which in the end generates in the claimant a species of hydrophobia that nothing this side the committee, or the Courts, could appease.

Mind you, this is only meant to indicate wherein the duties of the Arbitration Committee might be lightened by your greater exercise of care and forethought, and is in no sense a pessimistic note upon existing conditions in the Texas grain trade. These conditions, indeed, are brightening constantly, having already improved tremendously under the beneficent influence of the Texas Grain Dealers Ass'n, and nothing could more strikingly attest the truth of this assertion than the readiness to amicably adjust differences by arbitration denoted by the volume of work accomplished by your committee during the year. But the fact none the less remains that a large part of the troubles brought to the committee could, by some exercise of thoughtfulness, be avoided. Meaning to say that, in the judgment of this committee, there is not the shadow of a reason why many cases, trifling alike in the amounts involved and in points tending to obscure a just private settlement between the parties at interest, should be brought before it. Nor would such cases need be brought to the committee if contestants would more diligently endeavor to arrive themselves at the right of such controversies.

That the large majority of our litigants are actuated by worthy motives, and that they strive to do right according to the lights before them, is not for a moment doubted by any member of this committee. But the fact unfortunately remains that the committee has so often to point out the obviously right as to force the conclusion that the besetting sin of the trade is either a species of bigotry which narrows any proposition to a deeply rooted conviction that the other fellow is altogether and always wrong, or is an indolent disposition to shift the onus of deciding which is right and which wrong to the committee. If the last named, the committee is not disposed to shirk the responsibility. It merely contents itself with pointing out that the only discredit occasioned by exaggerated claims, if there be discredit at all, accrues to those who file them.

In this connection the committee is tempted to revert briefly to some of the sources of trouble brought before it. Chief of these is the laxity in confirmations, in condemnation of which so many seemingly futile volumes have been written. In addition to this, there is very general carelessness as to the records of trades, many

of which are attempted without the scratch of a pen in record. There is the even more fatal negligence in contracts which are exchanged without subsequent exceptions by either party to written confirmations directly in conflict at vital points. But this committee, constrained by the fulfillment of previous recommendations along this line to believe that the hard knocks of experience will alone teach members the prudence necessary to the safe conduct of the grain business, will refrain from recommendations, beyond the general one of suggesting that, in entering upon a trade of any sort, each dealer conduct himself as if reasonably sure that before he is through with it, his only hope to escape hanging will depend upon establishing that he had religiously conformed to the contract.

In conclusion, the committee means briefly to pay its respects to that moral degenerate, the man who, after entering upon the friendly arbitration of any dispute under a pledge of honor to abide the result, stultifies himself, and outrages all decency by failing to do it. Such a bar is a criminal at heart, and any honorable man who thinks he can safely and profitably do business with such a derelict evidences decaying mentality; he needs a guardian.

The Arbitration Committee is not infallible. No more are its decisions absolute. There is always the easy way of appeal from its decisions to those of the Executive Committee, and it is a most remote likelihood that the Executive Committee would not, in such rehearings, discover and correct any error of judgment on the part of the Arbitration Committee. Therefore, the language does not hold a fit expression of contempt for the mongrel who repudiates the obligations of arbitration into which he had entered as a free agent, and this committee so rests its case.

L. G. Belew,  
W. O. Brackett,  
W. W. Andrews.

T. G. Moore moved the thanks of the ass'n be extended to the arbitration comite for the very efficient service rendered during the past year.

C. P. Shearn read a paper on Underbiling and Incorrect Description of Shipments, from which we take the following:

## Mr. Shearn's View of Underbiling.

The discussion of underbiling and incorrect description of shipments seems to me to be out of place in an assemblage of grain men, and if I were not doing the



Some of the Dealers who came from the Oklahoma City Meeting and arrived in Ft. Worth just in time for breakfast.



taking I would feel highly indignant, for these practices are dishonorable, and deserve the severest censure, but who ever knew or heard of a dishonest grain man, any way, he is always honest to himself, and it is right that he should be, else he could not be honest to others.

Now why should our honorable executive committee have selected such a subject, perhaps some of them have consciences, and that too, you know, is such a rare jewel among grain men but very few of us have the good fortune to possess enough to hurt. It is possible the very high esteem it wise to caution our brethren against the idea some of them may have that they are only tricks in the trade. These are not honorable tricks, but downright dishonesty and fraud, and it would be well to avoid continuing them, if you want to reach that high standing of integrity that most grain men aspire to.

Then again they may know the grain men better than I do, as to their practices, for they nearly all live in North Texas, and they don't want us few fellows in South Texas to catch up with you, and therefore lose the very high esteem we have always held you. Any way we are going to believe that none of the members of the Texas Grain Dealers Ass'n is guilty of these most heinous practices but it must be laid at the door of outsiders.

No doubt such things are being done, and too, on a large scale. The railroads have been losing so much in freights by this unscrupulous practice, that they have had to appeal to the R. R. Commission of Texas to penalize such shippers when caught. The Commission responded, but in such a mild way that I fear, there will be many braves who will still venture on the forbidden ground.

This has grown to be such an evil that I think the Grain Dealers Ass'n cannot afford to let the practice go on without a most strenuous effort to assist the railroads in their efforts to break it up and help bring the guilty to justice.

H. Waldo in dealing with the same subject said:

**Mr. Waldo Suggests Remedies for Incorrect Description of Shipments.**

The necessity for even mentioning "Underbidding and Incorrect Description of Shipment," smacks so much of dishonesty, as to seem a reflection upon the standing of this intelligent body. But when the Executive Committee decided upon this question, it was not because of their having lost faith in us but because the evil exists and we suffer from it. Because they would have us look well to this matter, find the source, if possible, then apply the remedy—or appeal to those who are in position to have the remedy applied.

Brother dealers, you know, as I do—for we have all suffered—that somewhere someone is guilty of this practice. To save 2½ cents on the 100 lbs. somebody will ship a car of cane seed or chops and write it down, in black and white, on the bill of lading, "oats" or "corn." Somebody, shipping over a scaleless section of railway, makes a handsome profit by informing his agent that the invoice weight is 24,000 lbs., when he knows the car contains 1,000 bushels.

And what is the result? Just this: We who try to deal honestly, billing chops as chops, and calling all "spades" by their right names, likewise billing them at invoice weights, find ourselves unable to compete with the somebody whom we do not know.

But this is not answering the questions of what to do and how to do it? Let me suggest that we memorialize our Legislature to make a stringent law with a heavy penalty attached, to cover this special case; and then allow me to suggest further that we, as men, see to it that officers are elected who will not only take oath to perform their duty, but will perform it. Furthermore, let it be made the duty of R. R. officials to have every shipment examined, in order to be sure that it is at least of the kind billed, and not a car of flour shipped as "bulk wheat," or a car of type-writers consigned as "buggies."

In the meantime, we need some measure to protect us right now till the legislature meets again. Is there any way by which the R. R. Commission may help us? Some way that it has not already tried?

Suppose it puts field seeds and all grain products—save flour—on the corn and oats tariff; that would do away with much of the incorrect descriptive trouble.

And would it be too drastic in this emergency to instruct our Secretary to keep a black-list of all such violators?

Their names then would not go down in history as would those who love a "square deal," but they would live long in the minds of the Grain Dealers Ass'n of Texas as what they are.

The following comite of five was appointed to confer with the comite from the Oklahoma Ass'n in the matter of weights and grades: J. P. Harrison, J. C. Whaley, W. W. Andrews, W. O. Brackett and Frank Kell.

Pres. Keel appointed on the comite on resolutions, W. W. Majors, J. T. Stark and C. F. Witherspoon.

Adjourned for dinner.

### Thursday Afternoon Session.

Pres. Keel called the meeting to order at 2:30 and asked for discussion of the papers read by Messrs. Shearn and Waldo.

H. H. Haines cited several cases of overbilling and stealing and recommended that the ass'n appoint a committee to prosecute offenders.

Frank Kell recommended that the ass'n secure the enactment by the next legislature of a law forbidding the billing of freight out of its class or under weight.

The regulation of railroads or Shall the corporations or the people govern, was dealt with by F. W. Frasier.

R. M. Kelso introduced a resolution providing for the appointment of a comite of 5 to co-operate with a like comite from the millers ass'n to memorialize the legislature at its next session in behalf of such legislation as will effectually stop the pernicious practice of underbilling and misdescription of shipments. Carried.

Secy. Dorsey read the paper of A. M. Ferguson on increasing the Yield and Improving the Quality of Texas Corn.

J. P. Harrison read a paper on Preparing Corn for Market, from which we take the following:

**J. P. Harrison Favors 75 Lb. Bushel for Ear Corn.**

There are several more or less imperative reasons why practically all corn must be marketed in Texas with the shuck on

so long as conditions remain as they are now and have been for years past with crops the exception and failures or partial failures the rule.

Texas corn dries out so thoroughly and shatters so badly neither farmer or dealer feel disposed to take the resultant loss.

The section of country to which we look for a market for our Texas corn insists on having great quantities of ear corn with the shuck on, and probably always will; for the habit of feeding in this shape is firmly fixed and there is little prospect of education or evolution changing the demand. And just so long as the demand exists we will all strive as in the past, to supply it.

Corn stored in Texas by the farmer for future use, or by the dealer for future sale must needs be protected by the shuck to prevent enormous damage by weevil, vermin, etc. At best it is difficult to keep corn in a merchantable condition until July 1st, and as a rule it is impossible to keep it over from one season to another, on account of weevil.

Modern shuck shellers clean corn so well that there is now no shelling advantage in favor of corn with the shuck off.

Let us consider some of the reasons why corn should be gathered with shuck off. Corn shelling is a satisfactory business if corn is of fair weight and is bought with shuck off. In the north, many years, the gain in bushels of 56 lbs. over bushels of 70 lbs. pays the entire shelling expense, and in Texas there should not be a great difference in results with a given grade of ear corn.

Increased capacity of shellers when handling shucked corn makes the expense of shelling vastly less.

The absence of shucks around the shelling plant not only reduces fire hazard and the insurance rate, but rid the elevator man of the burden of disposing of the shucks; at the same time relieving the farmer of the necessity of hauling his extra 2 lbs. to market, yet giving his stock the benefit of this addition and valuable forage.

The economy of room in handling corn with shuck off as compared with shuck on makes expense of hauling and storage much less.

There is no excuse for low grade corn in Texas, because corn in this state is sun-cured while on the stalk, thus differing from the northern grown. Texas corn should all grade No. 2 if gathered at the proper times, and not left standing in the fields, which is so frequently done with the result that a big proportion of it falls down and damages; then the farmer comes along and gathers this damaged corn, mixes it with the good; and the dealer, to get more corn than his competitor.

### Executive Committee Texas Ass'n.



G. J. Gibbs; J. A. Stephenson, R. M. Kelso, L. G. Belew; Eugene Early; H. B. Dorsey; C. F. Gribble.

buys it regardless of its damaged condition, paying as much for it as he does to some farmer who has gathered his corn in a proper condition, all slip-shucked, etc.

The great, often surprising, and always heartbreaking loss in shelling Texas corn with the shuck on has caused over half of the dealers to discontinue the shelling business, for any sane man should know, after a short experience, that he cannot possibly get 56 lbs. of shelled corn from 72 lbs. in the ear, shuck on, and especially when gathered as the majority of the crops are—not slip-shucked, but in many cases with all the shucks and even the shanks left to make up in weight. This is the main reason that caused my firm, many years since, to discontinue the shelling business; and we have watched, with no little amusement, how others have gradually come to the same conclusion. We have heard of instances where careful tests have been made showing the loss to be from 10 to 25 per cent. This should be conclusive proof that corn marketed with the shuck on should be bought at 75 lbs. instead of 72 lbs. per bushel, or a correspondingly less price paid for it.

We all know that Texas corn varies greatly in quality. Dealers should certainly buy according to the real value, as with oats and wheat.

Corn not thoroughly dry will lose in weight after shelling, although dry enough to shell with ease. This shows the importance of the dealer paying for his corn according to its real value, whether in the shuck or shucked.

O. P. Lawson also read a paper on the same subject from which we take the following:

## O. P. Lawson Opposed to Buying Stalks and Nubbins.

Let us consider what a bushel of corn with the shuck on is. The first thing is its bulk. One bushel will fill a five bushel oat bag, thirty bushels make a very large wagon load, while 500 bushels make a large car load.

Let us consider seriously what it costs to handle this two pounds of shucks. It means nearly five times the store room of shelled corn and double the store room of corn on the cob with the shuck off. If this ended the shucks it would not be so bad. It does end them so far as the farmer is concerned but the dealer's troubles have just begun. In the first place, unless he shells every day he must have a house as big as a bonded warehouse to hold his corn. In the next place he has to pay about 6 per cent insurance, and when he commences to shell then his real troubles with the shucks begin.

This same two pounds of shucks from 1,000 bushels of corn, when shredded by a sheller and blown out loose, will fill any warehouse in Texas. These shucks must be cared for in some manner. When corn is plentiful it is impossible to sell the shucks. It is too expensive to bale them on account of storage room. Our only relief is to hire some one to haul them away or burn them. It is not at all comfortable to have a big fire at the tail end of your sheller with the wind twisting around it from every direction and every woman within three blocks of you either coming or sending you word to "stop that sheller" or you will burn her out, while the Mayor and Aldermen wait on you every other day telling you that you must be more careful or you will have to move out of town. And, gentlemen, all this trouble is caused by two pounds of shucks.

When the farmer goes into the field to pull his corn he strips the stalk of every sign of snout and nubbin, and some of them throw in part of the stalk. But if the farmer would leave his shucks in the field we would not have to pay for all this trash, and the only way I see to solve our troubles along this line is to induce the farmer to leave his shucks in the field. We also have our Legislature to change the legal weight of a bushel of corn in the shuck from 72 lbs. to at least 75 lbs., nor do I believe that 80 lbs. would be too much. It is this practice of selling corn in the shuck that is the cause of such sorry corn being grown in Texas. The reason is, that not one farmer in ten knows whether or not his corn is good as he rarely ever sees an ear unless he shucks it for his stock. When he pulls the shuck back and finds a smutty, immature ear he throws it aside until he has a load of it, then brings it in and sells it to his dealer at 72 lbs. to the bushel whereas 90 lbs. of it would not shell out 56 lbs. of good corn.

I firmly believe that if we grain dealers could induce the farmers to pull the shuck off their corn so that they might see for themselves what trashy stuff they are growing that it would not be three years before our farmers would grow as

good quality of corn as they do in the North.

It is a common belief in my section that cribbing corn with the shuck on is a protection from the weevil. My belief is just the contrary. I believe the shuck is a hiding place and a protection for the weevil and that they do more damage with the shuck on than with it off.

The question of securing legislation to increase the weight of the legal bushel two pounds was referred to the comite on underbidding legislation.

A paper on Weevil in Stored Corn was read by Prof. A. F. Conradi, State Entomologist, and given close attention. Extracts will appear in later numbers.

Charles S. Clark addressed the convention on Causes of Shortage Other Than Defective Scales and Careless Weighmen.

E. J. Smiley spoke on Arbitration and asked that the grain dealers ass'ns of Kansas, Oklahoma and Texas organize a joint arbitration board for the arbitration of differences between dealers of the different ass'ns.

C. F. Prouty expressed his preference to appealing from the local board to the arbitration board of the Grain Dealers Nat'l Ass'n, and would be bound by the action of his members.

J. C. Robb spoke in behalf of the arbitration board of the National Ass'n.

J. W. Webb spoke on the Over-invoicing to Secure the Advantage of the One Per Cent Allowance. He asked all who had never added one per cent to true weight to arise. [Many stood up.] He declared the practice wrong, notwithstanding shipments frequently overrun. Let us have a square deal.

J. T. Stark moved the abolition of the ass'n's rule allowing shortages of one per cent in grain shipments.

Too many dealers depend upon the one per cent rule for their profits.

C. F. Gribble opposed any change in the rule.

B. Kirk and G. C. Mountcastle favored the elimination of the one per cent rule, as it left a loophole for rascality.

The motion was carried.

W. O. Brackett of the comite appointed to confer with the Oklahoma dealers read the report recommending the establishment of official inspection of grain shipped from Oklahoma to Texas, to consist of inspectors to be located at such gateways as may seem desirable, such inspectors to be paid by fees, of which receivers shall pay one-half, but not to exceed fifty cents per car, said inspectors to be appointed by the Oklahoma Ass'n and approved by the Texas Ass'n.

After considerable discussion the Oklahoma shippers withdrew the request that Texas receivers pay one-half the fee and agreed to bear all the expense of the inspection.

Adjourned to 8 p. m.

## Thursday Evening Session.

The evening session was called to order by Pres. Keel at 8:40 and he asked for further discussion of the joint inspection proposition pending at adjournment of the afternoon session.

Fearing such agreement might be in violation of the anti-trust law, the subject was dropped.

R. M. Kelso and T. G. Moore read papers on the Feasibility of Shipping Grain on Demand Drafts.

R. M. Kelso Insists Upon Demand Drafts.

"The feasibility of shipping grain on demand draft."

The cost counted, I cannot see how most of us can afford any other manner of business than demand drafts; first, let it be known that one of you, who are buyers, will only pay on arrival, then there are at

## SPEAR MAILING ENVELOPES

will carry your samples of Grain, Seeds and Flour safely to destination. The best envelope made, costs no more than others.

WRITE FOR SAMPLES AND PRICES

Heywood Mfg. Co., Minneapolis, Minn.



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As we furnish everything complete other than a millwright's or carpenter's time of three to five hours required to erect a manlift. It will save you its cost in six months.

The use of a manlift destroys the possibility of an overflow of the oats into the corn bin.

We manufacture a full line of elevator supplies.

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CHICAGO, ILLINOIS

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FOR 1906

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## GRAIN DEALERS JOURNAL

255 La Salle Street, Chicago

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On cards.

Clark's Wheat Tables for reducing wagon load weights to bushels reduce any number of pounds up to 4,000 to bushels of 60 lbs. each.

In addition to the regular reduction table, 4 dockage tables showing the dockage on any quantity up to 4,000 lbs., at 1, 2, 3 and 5 lbs. dockage are given. Also a table for reducing any quantity flaxseed, rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.

Printed in 2 colors on heavy bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents.

## Grain Dealers Co.

255 La Salle Street, - - Chicago, Ill.



least 80 per cent of the legitimate, responsible dealers in Oklahoma, Kansas, Kansas City, etc., who will not sell you at any reasonable price, and the other 20 per cent will at least charge you  $\frac{1}{2}$  cent more than they do the party who pays demand drafts.

All, or most of us, use our banks quite heavily at times, and there is not a bank in the country which likes to handle grain paper except on demand, and in most incidents they will not accept such paper except at a high rate of exchange. To originate and arrive grain, it takes anywhere from five to twenty days, frequently six weeks or two months; our idea is that average arrival is ten to fifteen days, then you have cost additional for your arrival bank: Difference in original cost  $\frac{1}{4}$ ¢, 1,000 bushels, \$5.00; interest, ten days, \$500.00, at 8 per cent, \$1.10; difference in exchange, 65¢; total, \$6.75.

Thus we deduct that it will cost an additional  $\frac{1}{4}$ ¢ per bushel, with 20 per cent of your business confined to responsible dealers, and the other 80 per cent, who are not altogether responsible, and from this latter class, if you persist in trading with them, you will soon find your short weights, etc., amounting to more than  $\frac{1}{4}$ ¢ per bushel on this 80 per cent.

Now if to do business, buying to the best advantage, and from the better people, we have to pay demand drafts, then why should not our receivers pay likewise?

Grain, so far as my knowledge goes, is practically cash the world over; you pay the responsible dealer cash; you pay the farmer cash, as I say, emphatically, the country receiver should pay cash.

I have talked with Mr. J. P. Harrison, Eugene Early and C. P. Shearn, who are veterans in the grain business.

Mr. Harrison says he has customers of twenty-five years standing, whom he has never asked to pay a demand draft, and that he cannot now ask them. We say times have changed, and business methods with them, and if he will only explain, and insist that demand drafts must be paid, then certainly we think he will find no trouble, at least we would not intimate that one of his customers of twenty-five years standing does not have this confidence in him.

Mr. Early simply says, "I'll be d—d if I can get them to pay mine." Certainly I think Mr. Early likewise mistaken, and that a little education would soon bring his customers around to the demand proposition, and even if he has to pay protest fees on one or two drafts of this kind, it would show them that he meant what he says.

Mr. Shearn says that all of his drafts are on demand, and that they are so paid, or else they are protested; and that he has no trouble with his trade along these lines.

Most certainly, every draft drawn by our firm is demand, and they are either paid or protested. In three years we do not remember that we have paid but two protest fees.

The receiver of course has rights, and when we have his money for our grain, we should be careful to deliver exactly what we have sold, and as per terms of the contract, and if per chance our receiver should get a car which is not up to contract, we should make a settlement satisfactory to the receiver, or promptly hand him back his money, and not leave him with the tag to hold.

With a little united effort and education, we can soon make demand drafts prevail, and this will cut out both dishonest shippers and receivers. Certainly the grain interest would lose nothing if they could all be eliminated.

#### T. G. Moore Favors Demand Draft Terms.

The first consideration that occurs to the grain shipper when he fills his contract, is when and by what means he is going to get the money due him from the purchaser. It represents an outlay of his cash, and it is his natural desire to get the money back, not when his shipment arrives at destination, but just as soon as he presents his draft with a negotiable bill of lading attached carrying with it title to the property.

Is this accomplished by an arrival draft? Does your banker accept your arrival drafts as cash flow? Does he accept them as collections, charging your account with all cost incident to collecting them, including interest for the time they are out, should your account happen to be overdrawn? On the other hand, present your draft "on demand," subject to protest if payment is refused, and it is immediately passed to the credit of your account and the transaction is closed, you save interest and collection charges and your capital is ready for reinvestment.

But some of our members complain that

they can not sell their grain on demand draft terms; their customers will not buy on this basis, and they hesitate to adopt the system for fear it will cost them too great a loss of trade. To such let me say, that if your dealings with your customers have been of such a nature as to inspire a feeling of confidence in your willingness and ability to make good your contracts, or if there has been no future business to serve as an index to your integrity and responsibility, and you are able to point to a creditable rating, moral and financial, there are few customers who will refuse to extend the courtesy of honoring your drafts when presented, and you would probably be better off for the loss of the trade of those who would not.

But, looking at the matter from the buyers' point of view, does an arrival draft afford him any more protection than the demand draft offers? There is no denying the fact that he is saved the interest on the money invested during the time the shipment is en route to destination, but even as I write this, I suddenly see the fallacy of this apparent truth, for on second thought it is evident to my mind that while the buyer may think he is saving this interest, he is losing sight of the fact that in order to make a purchase on arrival draft terms, he is paying a premium sufficient to indemnify the shipper for the loss of this interest, if he demands that the shipper bear the loss.

Then again an arrival draft carries with it almost invariably, the privilege of inspection. Is this privilege an advantageous one to the buyer? There is no question but what it is, if the seller does not make a charge for it, and I leave it to you to answer whether he does or not. So we see that if the buyer is paying for the privilege of buying on arrival and inspection drafts, the advantage of these terms is minimized by just the amount of premium they cost him. On the other hand as a protection against loss in dealing with the disreputable shipper, the arrival and inspection draft offers the buyer little if any security; for the privilege of inspection does not carry with it the privilege of weighing up the shipment before the draft is paid, and the disreputable shipper can get all the profit he wants by overbilling in weight, against which practice no buyer of grain has yet been able to devise an efficient safeguard. Would it not be to his advantage to buy from reputable shippers on demand draft terms?

In the discussion of What Are the Benefits of the Texas Pure Feed Law, J. C. Whaley said the law was of benefit to all the people, but especially the honest manufacturer, the dealer and the farmer.

W. O. Brackett suggested that the law be amended.

F. M. Rogers commended the law, but called attention of the dealers to the efforts of the millers to have law changed.

J. A. Hughes read a paper on the same subject, from which we take the following:

#### J. A. Hughes Believes Food Laws Protect Honest Dealers.

The consumer is greatly benefitted by the Pure Food Law by getting what he buys as regards quality and quantity, the honest dealer has a better chance to a straight business with some profit, and the State gets a good revenue from sale of tags.

While not exactly contemplated in the topic, permit me to suggest that the law should not only be endorsed by our association, but we should have a wide range of its scope. It appears that our lawmakers look after the beast more than the man. Do we not need inspection on food that comes to our tables, as well as to our troughs?

Trouble and expense! Cost more! Yes, but we will get our rights and what we are giving others a square deal. Some trouble and expense for us to have our mill products analyzed. Some loss in filling orders that do not require even weight packages, and when our customers are willing to take our weights and what we put up. Some loss and expense incident to hauling off our ashes, etc., instead of working them into our bran. Some what mortifying to sell, burn, or give our cobs away when we used to grind them into corn chops. Hard on us to have to give 100 pounds when in the good old times 98 would go all right. Hard to give 35 pounds of meal when 30 pounds used to be a sack. If it is good for us it will be good for others. The rascals are not all in the grain business, although we

modestly confess to our share. Anti-trust proceedings will never be instituted against us on that account.

I would favor taking the tag tax off the pure product, which should remain subject to inspection and the penalties. I would favor a reduction of cost to a point that would leave the state no profit in the business.

G. W. Curtis commended the Texas Pure Feed Law and expressed the opinion that the fees would be reduced as the state could afford. The inspection will be paid for by some one, whether it be the manufacturer or the consumer. I believe all manufacturers of feed stuffs should be required to state exactly what is in their adulterated feeds and how much.

State Feed Inspector B. C. Pittuck addressed the meeting on the same subject. We have been promised his paper for a later number.

### Friday Morning Session.

President Keel called the meeting to order at 9:45.

Secy. Prouty of the Oklahoma Ass'n addressed the dealers on Ass'n Work and congratulated the Texas dealers on the success of their ass'n.

Frank Kell read an able resume of the provisions of the Interstate Commerce Bill as passed by the Senate, by Judge S. H. Cowan.

The secy. was instructed to send the thanks of the ass'n to Judge Cowan, print his letter and send a copy to each member.

J. A. Stephenson of the comite on amendments to the by-laws presented the following report, which was adopted:

#### Amendment to By Laws.

We, your Committee, beg to recommend the following amendments: That Art. IV, Sec. 2, be added to the following:

The Executive Committee shall have power to make appropriations from the funds of the Association at their discretion when it may appear to be of interest to the Association. No funds of the Association shall be appropriated only by the direction or order of the Executive Committee.

Be it resolved that Sec. 11 be stricken out and the following be substituted:

Sec. 11. On appeals from the Arbitration Committee to the Executive Committee.

The appellants shall be required to file all their papers within fifteen days; failure to do so, the verdict of the Arbitration Committee shall be final. All awards of the Arbitration Committee and Executive Committee shall be paid within twenty days after decision shall have been rendered.

Article IV., Sec. 2.

Sec. 2. To be added to Article IV, as follows:

This Association shall pay traveling and hotel expenses of officers and Members of the Executive and Special Committee when attending the annual meetings of the Association.

J. A. Stephenson.  
W. O. Brackett,  
L. G. Belew.

C. F. Witherspoon of the comite on resolutions presented resolutions of respect and condolence on the deaths of J. H. Bluet, Gainesville, and W. C. Price, Lampasas.

The election of officers resulted in the selection of Eugene Early for president; L. G. Belew, 1st vice-pres.; C. F. Gribble, 2d vice-pres.; H. B. Dorsey, secy.-treas. Executive comite: J. A. Stephenson, R. M. Kelso and G. J. Gibbs.

Sec'y Dorsey reported that Nat'l Banks had no authority to permit the detachment of your draft, leave it unpaid, attach another draft and have it forwarded to another point for collection.

A vote of thanks was tendered the Oklahoma dealers for meeting with the ass'n and for their willingness to co-operate.

U. F. Clemons, in behalf of the Oklahoma dealers, reciprocated.

A vote of thanks was tendered Ex-Pres. Keel and the dealers adjourned to Hanley for the Barbecue.  
[To be continued in Grain Dealers Journal for June 25, 1906.]

## Supply Trade

E. & T. Fairbanks & Co. have registered the word "Fairbanks" as a trademark, No. 5,792, for weighing scales.

The Foos Gas Engine Co., of Springfield, O., has been running over-time, and expects this to be the largest year in its history.

A bell without a clapper is like a business without advertising; takes up room but doesn't attract much attention.—*Lincoln Courier*.

Dating stamps can be obtained free of charge by readers of the Grain Dealers Journal who will write to Johnson & Field Mfg. Co., Racine, Wis.

C. P. & J. Lauson, manufacturers of gasoline engines at Milwaukee, Wis., have bot ground, 200x200 ft., on which to erect a factory of concrete, two stories high.

The Invincible Grain Cleaner Co. recently received one order for 133 machines from Edw. Elsworth Co., oatmeal millers at Buffalo and Cedar Rapids, Ia.

The Foos Gas Engine Co. of Springfield, O., has established a branch office at Minneapolis, Minn., in charge of W. H. Swartzenburg, who will carry a complete stock.

R. Goetzler and T. Loef contemplate erecting a shop at Manitowoc, Wis., to manufacture the traveling grain elevator invented by Theodore Naus, and designed for use in malting plants.

The Miller Chemical Engine Co., of Chicago, Ill., is equipping 50 houses of the Cargill Elevator Co., in North and South Dakota and Minnesota with the Standard Fire Extinguishers.

The McLeod Automatic Scale Co. has succeeded to the business and good will of McLeod Bros., manufacturers of automatic scales. The office and plant of the new company will be at Peru, Ill.

As a result of the exhibit at the Iowa meeting the American Grain Meter Co. sold a 500-bu. automatic weigher to Mr. Randall, at Conrad, Ia., and a 5,000-bu. scale to Merriam & Holmquist Co., Omaha, Neb.

The Cooper Gasoline Engine Co. has been incorporated at Winnipeg, Man., to build engines and motor cars. The capital stock is \$50,000; and the incorporators are Ernest Cooper, J. M. Cooper and C. W. Bradshaw.

"The lightning bug is brilliant, but he hasn't any mind, he meanders through the darkness with his headlight on behind. Likewise the foolish merchant, whom no one can advise, he claims there's 'nothing doin'' when asked to advertise."

A representative of the Otto Gas Engine Works testified before a congressional committee recently that the rising price of gasoline had stopped the sale of gasoline engines of powers above 30 h.p. except in special cases where this fuel could be obtained at the original source of supply.

J. H. Hoover of Decatur, Ill., recently exhibited at the Star Mill A. Crowley, La., a machine which not only grades

rice, but separates red rice from white. By repeating the separation the machine is said to reduce the proportion of red rice to 1/2 of one per cent. Mr. Hoover contemplates building the machines at Decatur.

The Skillin & Richards Mfg. Co., of Chicago, Ill., has issued catalog C of elevating and conveying machinery and friction clutches, giving full information regarding belt conveyors, spiral steel conveyors, Salem buckets and friction clutches. Dimensions and prices are given for the greatest variety of sizes. Tho limited to these few of the company's specialties the catalog covers 48 pages, illustrated with over 50 engravings. On application to the company readers of the Grain Dealers Journal will be sent a copy of the catalog.

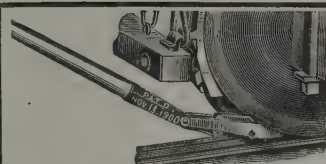
The Strong-Scott Mfg. Co. has been incorporated to succeed the Strong & Northway Mfg. Co., at Minneapolis, Minn. The capital stock is \$32,000, and the officers are A. W. Strong, pres. and mgr., Chas. H. Scott, vice pres., and E. A. Pynch, sec'y and treas. Mr. Northway has been out of the company four years, and there is no change in the stock holders or officers. The company will be in better shape to take care of patrons, having just completed the erection of a new, 3-story, fireproof, reinforced concrete building, which gives over three times the amount of floor space in the old quarters.

The Hess Warming & Ventilating Company reports a busy time in the grain drier department of its business. The large No. 10 drier for the Pennsylvania R. R. at the Canton Elevators, Baltimore, Md., has just been completed, tested, and turned over to the purchasers. It has a capacity of 50,000 bushels per 24 hours, and is a duplicate of the drier erected last fall for the Baltimore & Ohio R. R. at the Locust Point Elevator, Baltimore. The Company has just shipped a No. 6 drier to W. W. Cargill Co., Green Bay, Wis., and this will be completed and put into operation during the present month. It has in preparation and ready for shipment a No. 6 drier for the new elevator now being erected at Harlem, Mo., for the C. B. & Q. R. R. and a similar machine for the Sunset Elevator, Galveston, Tex., to be operated by the J. Rosenbaum Grain Co. It is also constructing a new drier to be shipped to Noumea, New Caledonia, for drying coffee and maize; a No. 6 drier for the Nashville Terminal Co., Nashville, Tenn., for the new plant of the Illinois Central R. R. Co., as well as a complete equipment for the new oatmeal mills at Cedar Rapids, Ia., now erecting for the Pawnee Cereal Co., a plant similar to that placed last fall for the American Cereal Co. in its new mill at the same point.

## IF YOU WANT TO KNOW

All about the only reliable and valid *Patented Grain Purifier*, write to

**D. H. STUHR, Davenport, Iowa**



## THE ATLAS CAR-MOVER

Manufactured exclusively by

**The Appleton Car-Mover Co.**

Appleton, Wis., U. S. A.

Is decidedly the best and most powerful Car-Mover on the market, and supersedes all others wherever introduced. Try an "ATLAS." It will pay for itself in a few hours' use.

## Purifying Grain

Has Come to Stay.

Our best grain handlers recognize this fact, and are preparing themselves for the inevitable by installing our

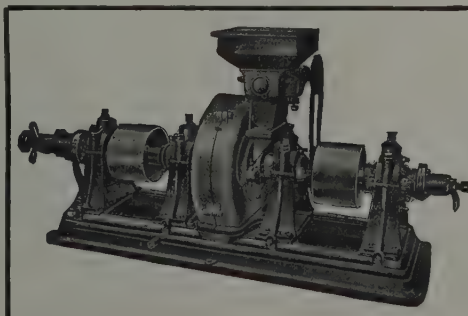
### PURIFYING SYSTEM

and thus fortifying themselves against competition and picking the plums the other fellow cannot reach. There are too many stained oats in this year's crop to permit of fair margins without purifying. Write us for descriptive booklet and samples. It's worth your while.

## Caldwell & Barr

Earl Park, Indiana.

NOTE.—We have been granted and now own four U. S. Letters Patents covering the art and mechanism for purifying grain. Unauthorized parties who do not own any patents, and who have no license to operate under any patents, are endeavoring to construct and sell purifying or bleaching plants. Elevator owners, in order to protect themselves, should compel such unauthorized parties to give them a thoroughly good and responsible indemnifying bond against costs of infringement suits and damages, as we shall institute infringement proceedings against elevator owners in every case where our patents are infringed.



## Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

## Monarch Feed Mill

Let us prove it to you by sending you one on trial.

WRITE US

**Sprout, Waldron & Co.**

P. O. 250, MUNGO, PA.



### The Oklahoma City Meeting.

[Continued from page 593 of Grain Dealers Journal for May 25.]

The visiting grain dealers and millers were prompt in arriving at the Indian Club Rooms, where they had been invited by the local dealers and millers to assemble as their guests for another grand banquet. In fact, visitors had been warned not to attempt to leave town without attending the banquet, as they would be arrested.

When the dealers and millers found seats at three long tables, they were confronted by the following mysterious menu and toasts:

#### A TOAST.

To The Dealers:

Here's to the dealers, those tireless spicers.

With their ready-made "guarantee"; Their futures, if inspected, are sure to be rejected.

Or grade not better than a "poor number three."

—The Millers.

#### Menu.

Point of Origin. Half Shell

Cap Sheaf Hot and Musty

Screenings a la Chicken

Assured Alkali Alligator

Fillet of "Scoopers" au Vin Blanc

Cucumbers Deutscher

Cutlets of Red Dog, Supreme

Kafir Corn in Socks

Punch, Clipped and Scoured

Virgin Options, au Cresson

Plugged Load

Tutti Frutti Time Limits

Middlings

Wreck in Transit

Toasted Car Wheels Flat

Mixed Feed

Tailings

#### A TOAST.

To The Millers:

Here's to the Millers, those competition

killers.

Growing rich from their oft applied

stocks.

Their future buster is dimmed by "Trust

Futures

Endeavoring to place them behind locks.

—The Dealers

Whit M. Grant acted as toastmaster and started the talkers with a short address on the necessity of organizations to the success of business undertakings. The post prandial orators called on were J. Z. Keel, pres. of the Texas Ass'n; Wm. Murphy, the Swede; H. B. Dorsey, secy of the Texas Ass'n; F. D. Stevens, secy of the Kansas Millers Club; J. C. Robb, W. C. Goffe and J. C. Hosie.

All of the banqueters thoroly enjoyed the evening and were more than grateful to the hosts for the treat. Formal action to this effect was overlooked in the rush to catch late trains.

Chicago firms represented included J. Rosenbaum by J. R. Bailey and H. E. Barrett.

Mr. Wirt's favorite air is Teasing.

Next year's meeting will also be held at Oklahoma City, but in the state of Oklahoma.

The "12 Eastland Brothers 12"—count them, in the fotograf, if you doubt it.

Railroad men in attendance included J. R. Chrisman of the N., C. & St. L. and J. J. Cunningham of the D., E. & G.

Wm. Murphy succeeded in landing several orders for his mystical match box.

Indian Ty. was represented by J. L. Hughes, Purcell; F. E. Humphreys, Lawton; J. F. Johnson, Purcell; W. L. Keel, Lindsay; S. K. Lowe, Pauls Valley; A. E. Mackenzie, Chickasha, and G. M. Mell, Tuttle.

Pocketbooks were supplied to all visitors by the Oklahoma Mill & Eltr. Co., but each one was carried away empty—the dealers were broke.

Bag orders were sought by J. A. Comer of the Milwaukee Bag Co. and Adolf Mayer of the Fulton Mills.

Oklahoma City dealers shall always be known best for their cordial hospitality. Surely they enjoy entertaining the two ass'ns for they worked to induce them to return next May.

The advantages of mutual fire insurance were explained by T. M. Van Horne of the Grain Dealers Mutual Fire Ins. Co.; J. C. Hosie of the Elevator Underwriters; Chas. H. Ridgway of the Western Miller's Mutual and Glen Walker and W. H. Ingalls of the Millers Mutual of Texas.

The Kansas delegation included F. G. Olson, rep. A. R. Clark Grn. Co.; F. C. Dymock, rep. E. R. & D. C. Kolp; J. C. Robb, D. Hernan and F. D. Stevens, all of Wichita; H. H. Hill and A. J. Hunt, Arkansas City, and C. W. Dorman, Winfield.

Machinery salesmen in attendance included J. C. Murphy of the K. C. Mfg. & Supply Co.; E. A. Ordway of Invincible Grain Cleaner Co.; C. W. Mullins, who exhibited an American Grain Meter; J. M. Harris, L. H. Carr, rep. Fairbanks-Morse Co., and J. E. Nichols.

The Millers Ass'n held its annual meeting in the Chamber of Commerce assembly rooms on May 22 and elected the following officers for the ensuing year: Pres., W. A. Humphreys, Guthrie; vice-pres., J. J. Canavan, Carmen, and sec'y-treas., C. V. Topping, Oklahoma City.

Texas was well represented by H. B. Dorsey, Ft. Worth; E. B. Doggett, McKinney; F. Keel, Wichita Falls; B. Kirk, Ft. Worth; J. Z. Keel, Gainesville; E. R. Kolp of E. R. & D. C. Kolp, J. L. Moore, F. M. Rogers, E. G. Rall, Fitz Straughn and I. Updike, of Fort Worth, and C. P. Shearn, Houston.

Kansas City was represented by W. C. Goffe and E. M. Elkin of Goffe & Carkener; G. A. Roberts, rep. Ernst-Davis Grn. Co.; L. A. Fuller of Thresher & Fuller; S. P. Hinds of The Hinds-Lint Grn. Co.; Wm. Murphy; W. H. Burns; C. W. Lonsdale; W. F. McCullough; J.

T. Snodgrass; C. M. Boynton and C. J. Warwick.

On Tuesday evening the visitors were taken on a trolley ride about the growing metropolis of the Territories and landed at Delmar Garden, where a special rendition of Geroflé-Gerofla was presented for their entertainment. Some enjoyed it so well they did not return for the evening session of Wise Counselors.

Oklahoma dealers in attendance included H. F. Anthony, Lahoma; W. J. Arthur, Lawton; E. P. Bamford, Guthrie; C. F. Babcock, Stillwater; A. V. Benson, Thomas; J. H. Bellis, Guthrie; E. L. Beutke, Blackwell; H. C. Black, Hennessey; G. G. Black, Covington; F. Bullard, Hitchcock; E. Broom, O'Keene; U. F. Clemons, Marshall; P. Cheatham, Stillwater; J. D. Chalfant, Custer City; H. W. Cole, Elgin; M. H. Converse, Waukomis; W. H. Coyle, Guthrie; J. Willis Dickson, Hobart; G. M. Dizney, Billings; E. L. and D. J. Donahoe, Ponca City; J. J. Donahoe, Mulhall; R. H. Drennan, Oklahoma City; W. D. Eberwine, Aralston; A. M. Edwards, Medford; M. Erwin; R. D. Fluke, Lela; F. Foltz, Blackwell; W. F. Gibson, Cherokee; C. W. Goodwin, Clinton; R. H. Grimes, Hennessey; W. S. Grubb, Enid; G. A. Harbaugh, Alva; J. H. Hamer, Douglas; A. T. Haines, Kingfisher; B. C. Headrick, Wheatland; A. G. Herndon, Mangum; S. W. Hogan, Cashion; H. E. Horne, Brame; W. Hosack, Altus; T. Howard, Lucien; J. S. Herriott, Oklahoma City; E. Heyde, Tonkawa; M. N. Hudson, Granite; J. S. Hutchins, Ponca City; O. W. Hutchison, Billings; W. A. Humphrey, Guthrie; E. D. Humphrey, El Reno; E. W. Johnston, Pond Creek; W. B. Johnston, Enid; G. C. Kramer, Spencer; J. R. Lankard, Kingfisher; G. M. Lovell, Waukomis; G. A. Lyman, El Reno; L. W. Lyons, Enid; M. C. McCafferty, El Reno; J. E. McCristy, Enid; G. M. McFarland, Blackwell; G. W. McGee, Douglas; J. Maney, El Reno; C. M. Maple, Navina; G. A. Masters, Perry; H. W. Mathis, Coldwater; M. Nolan, Salt Fork; W. L. Perkins, Granite; J. E. Pool, Lahoma; W. Randels, Enid; W. J. Reid, Noble; G. E. Richert, O'Keene; J. and C. L. Rover, Shawnee; J. E. Ruth, Kingfisher; S. P. Render, Norman; L. D.

### Some of Oklahoma's New Officers.



In Front Row from Left to Right Are J. S. Hutchins, Ponca City; Vice-Pres. U. F. Clemons, Marshall; Pres. Geo. A. Masters, Perry; Sec'y-Treas. C. F. Prouty, Enid; A. T. Haines, Kingfisher.

Sautbine, Hobart; J. H. Shaw, Enid; H. L. Spangler and E. A. Southwick, Cherokee; H. K. Schafer, El Reno; D. K. Sterrett, Hunter; E. A. Stinson, Guthrie; H. Stauffacher, Blackwell; A. E. Stephenson, Enid; J. M. Shornden, Ponca City; T. P. Stone, Custer City; E. Stobaugh, Crescent; I. Swinehart, Nashville; J. R. Tomlin, Gaineville; F. Vandenberg, Blackwell; J. W. Wheeler, Thomas; F. A. and W. O. Wheeler, Weatherford; I. F. Woodring, Bison; W. S. Wilcox, Garber; R. W. Wirt, Enid; C. R. Wilder, Guthrie.

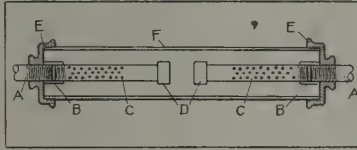
## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1, 1905, and prior to June 11, 1906, have been 216,244,000 bus., compared with 200,621,000 bus. for the corresponding period of 1904-5.

Corn receipts for the present crop year prior to June 11, have been 173,530,000 bus., compared with 164,451,000 bus. for the corresponding period of last season.

## To Make Gas Engine Muffler.

A muffler which is being used with a 3x4-in. engine, making about 400 revolutions per minute, producing only a slight hissing sound, is illustrated in the engraving herewith, for which we are indebted to *Popular Mechanics*.



Muffler for Gasoline Engines.

The muffler consists of a 4-in. pipe, 24 ins. long, F, with a 4-in. by 1-in. reducer screwed on each end, E. The 1-in. pipes, A A, project thru far enuf to hold the couplings, B B, and are each drilled with 48 3/16-in. holes and fitted with caps, D D. One of the pipes, A A, is connected to the engine and the other to the exhaust pipe, which is reduced at each connection until it is 1/4 in. Eight 3/16-in. holes are drilled in the 1/4-in. pipe near the end, which is covered with a cap.

## The Burlington Route

calls attention to manufacturers seeking a new location to its Industrial Department. This department is established for the benefit of manufacturers. Information on the three Rs of manufacturing—Power, Raw Material, Market—can be had by writing



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Industrial Commissioner  
209 Adams St.,  
Chicago  
P127



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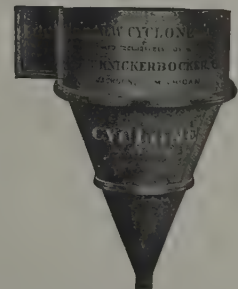
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## Annual Meeting Tri-State Grain Dealers' Association

The Fifth Annual Meeting of the Tri-state Grain Dealers Ass'n was called to order in Richmond Halls, Minneapolis, at 2 p. m. by Pres. Brenner.

In the absence of Mayor Jones, Acting Mayor Wheelock made an address of welcome.

J. L. McCaul responded in behalf of the ass'n.

Prof. Boss of the Minnesota Experiment Station, St. Anthony Park, read a paper on Grain Improvement which will appear in a later number.

Secy. Quinn read a paper written by J. H. Warren, Supervisor of Weights, St. Louis, Mo., from which we take the following:

Pres. Brenner appointed the following Comites:

Nominations: F. E. Crandall, Man-kato; A. E. Betts, Mitchell; John Doering, Parkston; John Hasche, Lake Preston; H. H. Minthorn, Bradley; M. King, Utica; Joe Frerick, Sioux Falls; H. Rippe, Fairmont; W. H. Chambers, Mpls. Resolutions: John Mundt, Sioux Falls; J. Carlin, Armour; A. Wedgewood, Madison; R. T. Evans, Mpls; John Hokanson, Hector.

Pres. Brenner: I believe the time has come when the independent dealers should take more part in the work of the ass'n than heretofore. Practically speaking during the life of the ass'n your officers have been line men and I believe the time has come when the independent men should step in, and also the farmers' eltrs; but they would be classed as independent dealers. The ass'n to-day is in splendid working order. It has been conducted along conservative lines. It has kept within its legal and moral rights all the time and is in splendid condition financially. I will say for myself and fellow officers that at any time that any of us can do anything for the ass'n we will be just as available as we are now that we are officers, and I recommend to the Nominating Committee that they give the independent men a good representation on the Board.

W. F. Kelso, Secy. of the State Board of Grain Appeals, Minneapolis, spoke briefly on the subject of Minnesota Grades, explaining the care used in the work of the department, and denying the charges of Senator McCumber that the farmers of North Dakota were being filched out of three to five million dollars annually. He invited the dealers to visit the offices of the Department and learn their methods.

Pres. Brenner: Does not the Appeal Board in case of a disputed grade get its sample from the inspection department with the grade marked according to the grade given it by the Department inspector? Do you not think it would be better to have the Appeal Board secure its sample direct, without knowing the grade placed upon it by the inspector and thus avoid being influenced by the grade originally given it?

Mr. Kelso replied that the Board of Appeals acted under instructions laid down by the R. R. and Warehouse Commission.

J. L. McCaul: I think it speaks well for the inspection department that the men who are conducting the work have

been engaged in the grain business in the territory from which this grain comes for a period of twenty-five years, as Mr. Kelso has, and I would suggest that an argument in refutation of the charges of Senator McCumber be prepared by our Secretary and Mr. Kelso and that argument be placed before the comite in Washington having this bill in charge, and also if necessary before the President of the U. S.

I suggest that this ass'n appoint a comite to work with the railroad and warehouse commission with two ends in view, First, that the Board of Appeals secure their sample of grain direct, not thru the inspection department. Second, that this question of dockage whether it be absolute or partial or approximate be also considered by the railroad and warehouse commission, if they are the ranking power. That a comite be appointed from this ass'n to confer with a comite of receivers of grain, to consult with a comite from the railroad and warehouse commissioners on this subject. I offer these two suggestions in the form of a motion if I can have a second.

Seconded and carried.

Pres. Brenner: I will leave the appointment of that comite to my successor, as the work will be done under him.

L. O. Hickok read a paper on Elevator Construction which will be published in a later number.

### Friday Morning Session.

Pres. Brenner opened the Friday morning session with his annual address, from which we take the following:

#### President's Address.

The present age seems to be the age of unions in all lines of business. In a way we are a union, altho we do not exclude anybody from coming into the grain business. Margins have become so narrow in all lines that it seems necessary for all branches of business to form ass'ns with a view of getting along with one another and saving such margin as is still in the business. Along these lines our farmers have in places organized.

I can see the right both moral and legal of any bunch of farmers organizing and putting their money into a common pool and enter the grain business, provided always that they conduct the business along business lines, along lines of "live and let live." I wish to say further that among our line of eltrs. we have quite a number of farmers' eltrs. and the great bulk of them are as good competition, and in some cases perhaps better competition than others that are in the same town.

Dockage: Mr. Quinn showed me his annual report day before yesterday and he finds that from April 1st, 1905, to April 1st, 1906, there were received in Minneapolis 82,849 cars of wheat and that the average dockage was 1 7-10 lbs. per bushel. I have worked that out to mean 1530 pounds per car of 900 bushels, 126,000,000 pounds on the 82,000 cars, or a total of 63,000 tons. Now, there seems to be hardly anything in the screenings line, but what it sells in this market. During my time on the floor here I have never seen a car of screenings sold below \$6 a ton. I have seen them sell as high as \$20. Possibly an average of \$8 would be a fair basis to figure on meaning that you are presenting the miller with \$8 worth of screenings in order to make the car deliverable to him. You are paying freight to the extent of \$2 a car on that 1500 pounds you give him. This freight comes out of the grain man. It does not come out of the farmer. The dockage comes partly out of the farmer and partly out of the eltr. man. I think it is reasonable to admit that the bulk of the eltrs. in the Northwest do not hold out on or in other words they do not receive as much dockage as is taken from

them. It works out on this number of cars at \$8 per ton that you and the producer have given \$504,000 to the miller. In addition to that you have paid out approximately \$175,000 freight.

This is in Minneapolis alone. In Duluth I do not know what the wheat receives, but probably half as much and the dockage was greater this last year in Duluth than it has been here. As a matter of fact those of us who have shipped to both markets find that the dockage in Duluth was anywhere from 1/2 to 1 lb. heavier than it was in this market. Now, if you add 50 per cent of what has been given away on dockage and the freight on that dockage you are going to wind up with nearly a million dollars that you and the farmers have given away.

There has been inaugurated here a system precisely like the Duluth dockage or office inspection, and we are now getting heavier dockages. You can add to that the dockage on flax. I have no figures on that but it simply adds to the grand total. Also our Board of Appeals added dockage on rye last year.

I have had this matter up with Mr. Eva, Chief Inspector of Minnesota, I made this argument to him; that it was not right we should pay the freight on the dockage and then present it gratis to the miller; that the miller was entitled to whatever exchange he might be put to in cleaning the dockage. But he is in no wise entitled to that dockage free.

In discussing the matter with Mr. Eva he suggested a solution might be to sell high dockage wheat for more money. That is good on the face of it, but those of us who have sold wheat on the floor have found it does not work out in practice. As an illustration I had a car of No. 2 rye with 2 pounds dockage on it. It was not a good 2. It was a line 2. It was a choice 3 and a bum 2. Rye was worth 58 cts. I called the buyer's attention to the 2 pounds dockage. He said: "I don't care anything about that, it is No. 3 rye." I venture the assertion I would have got not less than 55 1/2 cts. on that car of rye if there had not been any dockage on it.

I suggested to Mr. Eva that the only solution I saw was to save the dockage and deduct a certain percentage from that. I told him I was not prepared to say what that percentage should be. That was a matter that could be discussed and arrived at so that the interests of all parties would be protected. I believe that this ass'n very well take this matter up with Mr. Eva and Mr. Staples, who as a member of the Railroad and Warehouse Commission has the inspection and weighing departments directly under his charge. Mr. Staples is a very fair-minded, conscientious man and if we can make him see the thing from our point of view I am satisfied he will act on the matter.

I think if this ass'n should take this matter up, that the millers not only in this town, but perhaps in others will fight us on.

Car Doors: In times past, railroad companies used to supply car doors. Later on they went out of that business to a large extent, and you would find to-day on a good many roads on the depot platforms a big stack of car doors, so that if a car is rolled into your house you can get the grain doors at the depot free of charge. Two of the largest grain carrying roads tributary to this market have practically gone out of the business of supplying car doors and one of these roads, allows 50 cents per car for lumber and turns down everything in excess of that. Our own experience on that line is that it has cost us nearly 95 cents per car door. Another road allows as a maximum 100 feet. I think perhaps it is reasonable to expect that those roads which are now furnishing car doors will follow the example of those who are not furnishing car doors sooner or later, I believe that can be taken up thru your state board of Railroad and Warehouse Commissioners. They of course should decide as to shipments within the state. Possibly with the added power that the Interstate Commerce Commission is about to receive we could get help there on the interstate commerce.

Lease of Sites: Two of the railroads that allow 50 cts. per car door some time ago formulated a lease for an eltr. site which contained a considerable number of very objectionable features. Some of the grain men whose headquarters are here have taken the matter up with these roads and arrived at a settlement on all the points except one, and that is this: Two roads in their lease bind us in the lease to be responsible for the reasonable amount of all damage done to their cars or property in case it is burned from a fire communicated by your or my eltr. They carry their plan out in this manner: If eltr. No. 1 catches on fire and communicates to

No. 2 and No. 2 to No. 3 and No. 3 to No. 4 and burns up \$5,000 worth of railroad property No. 4 is responsible to the railroad company. Now, the eltr men centering in this town are not going to sign that lease. The result will be a legal battle, unless one of us backs down and we grain men are up against a stone wall and are not going to back down. It is probable that other roads would follow this plan if it is a success on these two roads.

Prof. Boss yesterday suggested a way in which we could help the various state experiment stations in promulgating their work. He suggested that we keep on educating the farmers with the aim of getting them to select better seed and do better farming. I think that a very wise suggestion.

In conclusion I want to thank you all and to tell you that I appreciate thoroughly that you have expressed your confidence in me by re-electing me for this my third year.

Paul G. Sukey was introduced and urged more care in marketing barley. He said, in part:

South Dakota barley has improved immensely recently. South Dakota barley to-day is 25 to 40 per cent better than it was three or four years ago. There is no doubt that Minnesota and Wisconsin barley is the finest kind of barley. It is not so much a question of improving your barley as barley, but in improving the grade of your barley. What interests you most is the way you market your barley. When you market barley mixed with wheat the finest kind of barley will look poor on account of the dark brownish red kernels of wheat. It spoils the marketing qualities of the barley. You should see to it that you do not get any wheat in your barley. You should induce the farmers to clean the barley or you gentlemen clean it yourselves. Keep your screenings at home and feed them to the hogs. Another thing you should avoid is the mixing of the different grades of barley. Minnesota is going to be the leading barley state in the Union soon.

Secy. J. J. Quinn read his Annual Report, from which we take the following:

## Secretary's Report.

**Membership:** The membership of the Ass'n now includes 921 elevators. At one time during the past year the membership considerably exceeded one thousand, but on account of the withdrawal of all the membership in Nebraska and the going out of business of members operating seventy-seven elevators, membership not having been assumed by the purchasers, our membership has suffered a setback. During the year applications from new members operating thirty-six elevators have been received and favorably acted upon.

**Finances:** The Treasurer's report will show that the Ass'n is on a sound financial basis, having on hand May 1st a cash surplus of \$4,110 besides office furniture valued at \$200 and scale inspector's equipment valued at \$82.50, making the total assets \$4,392.50 as compared with \$3,223.10 reported at the last annual meeting. Nearly all our members are reasonably prompt in responding to notices for dues, still there are a few who require a second and third notice before they should set back. Each member should realize that in responding promptly he facilitates the office work of the Ass'n and shows an appreciation of the value of maintaining the organization on a good financial basis.

**Stock Reports:** The monthly statements of stocks on hand in country elevators does not come up to expectations on account of a large percentage of our members withholding a report. I wish to state here that each individual report is received and held in strictest confidence, and the results of compiling the totals are for the information of members only, the idea being to keep you informed as to general sentiment among dealers to accumulate or reduce their holdings. We hope to see members take more interest in this matter the coming year that the information contained in these reports will be of increased value.

**Scale Inspection:** At the last annual meeting it was decided to employ a competent scale inspector to repair and adjust the scales of members desiring that service. After carefully examining applicants and investigating as to their experi-

ence and competency we employed Mr. H. S. Jackson of Hamilton, Ont. I equipped him with the necessary weights for testing and put him on the road. After being out five weeks he resigned his position, much to our regret, as his work proved very satisfactory to the members employing him. Since Mr. Jackson left us we have been making every effort to secure the services of a first-class man but regret to have to report that up to this time we have been unable to engage a man whom we were thoroughly satisfied would meet all requirements expected of one occupying that important position.

**Complaints:** There has been a gratifying decrease in the number of complaints of members regarding the practice of commission men soliciting shipments from those not operating elevator facilities and I am pleased to report that I have received the assurance of practically all Minneapolis members of their favorable disposition to co-operate with the country dealer by confining their market letters and quotations to the regularly established dealers.

**Arbitration:** The past year the Board of Arbitration has had before it for adjudication three cases, involving about \$600. At present there is another case in which the papers are being prepared for the committee's consideration. There have been a number of cases referred to the Secretary's office in which we have been able to effect settlement without bringing the case before the committee for adjustment. It has been conclusively shown that the arbitration feature of the Ass'n is a success, promoting both the interest of the buyer and seller in the event of a dispute, and providing means of securing equitable adjustment of differences at nominal expense without recourse to the Courts.

**Reciprocal Demurrage:** Since the last annual meeting the question of reciprocal demurrage has been forcibly brought to the attention of shippers on account of the great losses sustained by the grain dealers by reason of their not being furnished cars within a reasonable time to make deliveries. Apparently there is a strong sentiment among members that this Ass'n should promulgate legislative measures that would in future safeguard their interests.

**Car Seals:** All roads in our territory with the exception of the C. M. St. P. C. & N. W. and C. St. P. M. & O., use consecutively numbered seals which prevents a seal from being destroyed and replaced without a record of the seal being taken. It further eliminates the possibility of train men who have become familiar with seal numbers used at a station, entering from memory seal numbers upon their books without examining the car to ascertain whether or not it is properly sealed.

**Loss in Transit Claims:** During the month of December our attention was called to a meeting of Claim Agents of western roads held in Chicago, at which it was arbitrarily decided that on all claims presented to them covering loss in transit, as established by the difference existing between shippers and destination weights, they were entitled to an allowance of one-half of one per cent to cover so called natural shrinkage and difference in scales. Any shipper having proper weighing facilities and keeping a clear check on his weights can readily realize the injustice of such a position.

It is assumed by some of our members that the position taken by the claim departments was not with a view of being unfair, but one wherein they placed the shippers on the defensive and made it incumbent upon them to show by actual figures the average difference between shipping and destination weights, as determined by scales of the same class. There has been presented to several of the railway companies statements showing that the average shrinkage between shipping and destination weights, as determined by scales of the same class, equals one-tenth to one-eighth of one per cent. In view of such evidence some of the railway companies have receded from their position and have made offers to settle on the basis of one-fourth of one per cent, while others have asked the shipper for their views as to what allowance per car should be made them. In other cases the companies have dropped the discussion and paid claims as presented.

**Legislative Sessions:** Before another annual meeting of this Ass'n state elections will have been held in Minnesota and South Dakota. My reason for referring to this is that I believe the members of this organization should take a lively interest in the matter of electing men to the legislature who are of good sound business judgment, broadminded and who are willing to concede that the grain dealer is en-

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titled to the same consideration as those engaged in other lines of trade. It is time that the grain dealer awoke to the necessity of having an average representation in our legislatures commensurate with their commercial importance, as compared with the representation of other industries. Each session of the legislature demonstrates the necessity of closely scrutinizing their proceedings in order to discover any legislation antagonistic to the dealers' interests, and as the Secretary's duties require his absence considerable of the time during that season, we cannot give it the close attention it deserves.

**Seed Trains:** Encouraged by the good results accruing from the work of the representatives of the Minnesota and South Dakota Agricultural Colleges of the good seed trains in 1905, and the many requests for the continuance of the work another year, we solicited and secured the co-operation of the following railroad companies: C. M. & St. P.; C. St. P. M. & O.; M. & St. L.; G. N.; and M. S. P. & Ste. M.

Each train consisted of a private car and two audience coaches where the lectures were given when halls were not provided within a convenient distance from the station. 197 towns were visited and lectures delivered to a total of 23,100 farmers. The time devoted to lecturing varied from 45 minutes to two hours, and at all stations the trains were met by a good representation of farmers uniformly interested in securing as much information as the limited time of our stop would afford.

That farmers were deeply interested was particularly evidenced by the many questions asked of the speakers who showed themselves eminently qualified to give definite information on any subject suggested by farmers desirous of learning something in particular regarding their own farm management, such as the proper rotation of crops, tillage, grasses and the varieties best adapted to their soil and climatic conditions.

The local grain dealers and commercial clubs at the towns visited by the good seed trains took a lively interest in co-operating with us by working vigorously to secure the attendance of all the farmers in their vicinity and to their efforts in this direction is due a large measure of credit for the splendid attendance of farmers.

The subjects lectured upon from these trains were seed selection varieties, and treatment for smut. A practical demonstration of the sprinkling method of treating and eliminating smut in seed grain with formaldehyde was given on the station platform when the meetings were held in coaches and on the stage when the meetings were held in halls.

We had printed 40,000 bulletins edited by Prof. Boss and Prof. Wheeler, which were distributed among those in attendance at the lectures and a liberal supply was left at each station for distribution among those unable to attend, and in this way we hoped to reach practically every farmer in the territory visited by the specials.

The professors with these trains deserve great credit for their earnestness, ability and untiring efforts in their endeavor to educate the farmers to a point where they will be able to carry on experiments for

themselves and each conclusion that will bring them into more scientific farming. We all welcome improved farming in the Northwest and its consequent results for the better.

In conclusion I desire to thank members for their able assistance rendered me during the past year. I feel that I have had the co-operation of the majority in bringing about conditions that all have been benefited by to a more or less degree.

The report was adopted.

Secy. Quinn read a set of resolutions similar to those adopted by the Iowa Ass'n. These resolutions were published in the Grain Dealers Journal for May 25, pages 596-7.

The Treasurer's report read by Secy-Treas. Quinn showed only a few delinquent dues and over \$4,000 cash on hand.

The report was adopted.

Secy. Quinn moved that that part of Section 14 of the Arbitration Rules relating to the Board of Appeals be stricken out.

W. H. Chambers amended the motion to provide for the striking out of all other reference to the Board of Appeals in the Rules and the motion as amended carried.

Secy. Quinn: Prof. Boss in his address yesterday stated that they are short of land to the extent that they are unable to carry out experiments desired, and I move that we recommend to the legislature at the next session that they make an appropriation sufficient to purchase additional land for experiment stations.

Seconded and carried.

F. E. Crandall: I move that the incoming president appoint a Legislative Committee of three from So. Dakota and three from Minnesota.

Carried.

The Comite on Nominations reported as follows:

For Pres.: F. E. Crandall, Mankato; Vice-p.: J. M. Bennett, Flandreau, S. D.; Governing Board: A. A. Truax, Mitchell, S. D.; G. H. Shanard, Bridgewater, S. D.; B. P. St. John, Clear Lake, S. D.; H. H. Minthorn, Bradley, S. D.; W. A. Forsaith, Hadley, Minn.; Geo. A. Tait, Ballaton, Minn.

The report was adopted and the names presented by the Nominating Comite declared elected.

F. E. Crandall in assuming the duties of the office of pres. of the ass'n thanked the members for the honor bestowed on him.

A vote of thanks was extended to Mr. Brenner for his services during the past year.

Adjourned.

### Minnehahas.

North Dakota was represented by E. C. Huyck, Castleton.

One lone railroad man—W. P. Warner, D., F. & P. A., C., M. & St. P.

The elevator building fraternity was represented by C. H. Benson, L. Buege and L. O. Hickok.

N. C. Hickok, rep. Fairbanks-Morse & Co., kept the firm's announcements before those in attendance.

The attendance at the meetings of this ass'n and the meetings themselves show a marked improvement each year.

Mr. Bellis, rep. Midland Machinery Co., was the only machinery man who braved the waters of Minnetonka.

The Atlas Car Mover was exhibited by the Appleton Car Mover Co., which was represented by J. T. Baucom.

Chicago sent E. C. Butz and M. L. Vehon, rep. Rosenbaum Bros., and C. A. Hatterscheid, rep. W. R. Mumford Co.

The South Dakota dealers carried off the honors in point of attendance. Let the Gophers come out of their holes next time.

Milwaukee was represented by J. A. Mander and Geo. B. Rait, rep. Milwaukee Elevator Co.; Oscar Mohr, T. F. Sullivan and J. O. Jones.

After adjournment the dealers were scattered all over town and no large groups were collected anywhere, emphasizing the advantage of selecting some hotel for the headquarters.

From Iowa were D. S. Baird, McGregor; J. E. Blenkiron, Sioux City; P. A. Cummings, Rock Valley; F. E. De Celle, Sioux City; H. S. Greig, Estherville; and J. S. Kingsbury Mason City.

Many of the dealers viewed the operations of the American Grain Meter which was exhibited on Third St. near the Chamber of Commerce. Randolph Coleman was in charge of the exhibit.

From Minnesota were E. A. Brown, Luverne; F. F. Burdett, Vineland; F. E. Crandall Mankato; O. H. Elison, Sacred Heart; E. H. Groshong, Hutchinson; D.

## For the Illinois Grain Dealers Convention Peoria, Ill., June 12 and 13, 1906

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Arrive Chicago .....	1:30 pm	5:04 pm	7:15 am

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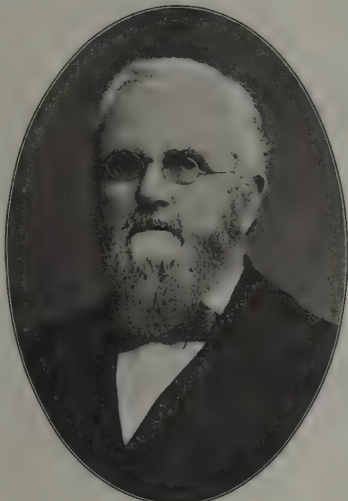
At 1 o'clock on Friday afternoon, following adjournment of the meeting, two chartered street cars were boarded by the dealers and their wives. After a ride of 18 miles over the new electric road to Lake Minnetonka, the beauty spot of Minnesota, and the "Queen of the Lakes," the visitors were treated to a fifteen-mile ride over the chain of lakes on the steamer Puritan. This was enjoyed immensely, and the dealers were brought back to the city in ample time for supper. It was agreed by all that the Minneapolis receivers who provided for this entertainment were capital hosts.

The following South Dakota dealers were in attendance: V. Anderson, Clark; A. H. Betts, Mitchell; J. Carlin, Armour; A. E. Connor, Arlington; W. L. Cook, Ferney; A. T. Cooper, Webster; J. Doering, Parkston; G. Doring, Tripp; H. G. Eggen, Vienna; Jacob Fergen, Parkston; J. H. Frerich, Sioux Falls; John Hasche, Lake Preston; O. G. Haugen, Garden City; M. King, Utica; C. E. Lyman, Alexandria; H. H. Minthorn, Bradley; John Mundt, Sioux Falls; C. Rempfer, Parkston; C. E. Rice, Winfred; J. C. Schmidt, Colton; G. H. Shanard, Bridgewater; W. H. Shaw, Parkston; H. Stickner, Parkston; A. A. Truax, Mitchell; A. Wedgwood, Madison; and C. Zehnpenning, Parkston.

A company has been organized at Vinton, Ia., to manufacture paper from sweet corn husks, as taken from the corn canning factories of the vicinity. Patents have been secured for reducing the husks and stalks to a pulp, which, as used so far, makes paper of the strongest fiber. It is expected that a mill will be built and if the industry proves successful other plants will be started at points where canning factories are in operation.

## Death of C. C. Norton.

Cephas C. Norton, one of the oldest grain dealers in Ohio, died May 26, at his home in Greenfield, O., aged 70 years. For 37 years he had been engaged in the grain and seed business, and was highly esteemed by the farmers in Highland, Fayette and Ross counties.



C. C. Norton, Greenfield, O., Deceased.

Mr. Norton was born at Athens, O., received a common school education and attended the Ohio University. In 1862 he enlisted in the 30th Regiment Ohio Volunteers. After his discharge from the army Mr. Norton engaged in the drug business at Greenfield for a few months.

Mr. Norton began in the grain business at Greenfield in 1868 and conducted this enterprise until September, 1905, when it was turned over to his sons, E. J. and F. W. Norton.

In May, 1864, Mr. Norton was married to Miss Anna James, who, with five children, survives him. Mr. Norton was actively connected with church work.

## BOSTON EXCURSIONS VIA THE WABASH.

The Wabash will sell excursion tickets to Boston, May 31 to June 9, via Niagara Falls and direct line, via Montreal, or via New York, at one fare plus \$1.00 for the round trip. Extended return limit July 15, 1906. Write for printed matter and full details. F. H. Tristram, Ass't Gen. Pass. Agent, 97 Adams St., Chicago.

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## Supreme Court Decisions

**Telegraph Office Hours.**—A rule of a telegraph company fixing the office hours on holidays from 8 to 10 a. m., and from 4 to 6 p. m., is a reasonable regulation.—*Western Union Tel. Co. v. Ford*, Supreme Court of Arkansas. 92 S. W. 528.

**Arbitration Without Reference to Law.**—It is competent for the parties to submit matters in dispute between them to arbitration, without any special reference to questions of law.—*Houston Saengerbund v. Dunn*, Court of Civil Appeals of Texas. 92 S. W. 429.

**Standing Corn Not Exempt.**—Corn standing in the field on the homestead of a bankrupt, which had fully matured at the date of the bankruptcy, is not exempt as a part of the realty under the law of Iowa, but is personal property.—*In re Sullivan*, District Court N. D. Iowa. E. D. 142 Fed. 620.

**Deal on Margin.**—Where a cotton broker was instructed to "hedge when margin about exhausted," the instruction covered, not only the particular margin at the time, but any margin in the hands of the brokers at any time before the close of the trades.—*Winston v. F. A. Longshore & Co.*, Supreme Court of Louisiana. 40 South. 537.

**Railroad Liable for Starting Fire.**—Where fire escapes from a defective engine, or a defective spark arrester, or from a good engine not operated in a careful way or not by a skillful engineer, and fire catches off the right of way, the railroad company is liable.—*Williams v. Atlantic Coast Line R. Co.*, Supreme Court of North Carolina. 53 S. E. 449.

**S/O B/L.**—A B/L issued to a shipper, which required the carrier to deliver the goods therein specified to the shipper's order at place of destination, care of a company designated, bound the carrier to deliver the goods only on the production of the B/L properly indorsed.—*Arkansas Southern Ry. Co. v. German Nat'l Bank*, Supreme Court of Arkansas. 92 S. W. 522.

**Sale of Machine.**—Where a contract for the sale of machinery provides for its delivery to the buyer and for payment of the price in installments and the retention of title in the seller until the purchase price is fully paid, the contract is merely executory, and title is not thereby transferred to the buyer.—*Bunday v. Columbus Machine Co.*, Supreme Court of Michigan. 106 N. W. 397.

**A Gasoline Engine** bolted to a solid stone foundation, situated in a permanent building from which it could not be removed without cutting a hole in the side of the building and used for grinding feed on a farm was a part of the realty passing to the grantee in a deed conveying the land and "all appurtenances."—*State Security Bank v. Hoskins*, Supreme Court of Iowa. 106 N. W. 764.

**Lien for Charges.**—Where freight charges are due from the consignor to a carrier, the carrier's lien for the charges is terminated by its delivery of the goods to the consignee as the agent of the consignor, though the consignee promised to retain the goods until the charges were paid.—*Lembeck v. Jarvis Terminal C. S. Co.*, Court of Errors and Appeals of New Jersey. 63 Atl. 257.

**Fire from Locomotive Spark.**—Where a railroad company negligently allows combustible material to accumulate on its right of way and a spark from its engine sets it on fire, the use of the best of appliances to prevent the escape of sparks will not excuse the company's negligence in other particulars.—*McMahon v. H. H. & Y. V. Ry. Co.*, Court of Appeal, Third District of California. 84 Pac. 350.

**Sampling Wrong Car.**—Where the seller intended to sell a certain car of merchandise, and by mistake, which was brought about by the seller giving an insufficient sampling order on the carrier, the purchaser sampled another car and paid for the goods, on discovery of the mistake the purchaser could recover the payment.—*De Wolff v. Howe*, Supreme Court of New York, Appellate Division. 98 N. Y. Supp. 262.

**Fine Print in B/L Void.**—In a B/L providing for the carrying of the goods beyond the line of the carrier issuing the bill, a provision in fine print, somewhat obscured by the use of stamps, that in case of injury to the goods only the carrier having custody of the goods at the time of the injury shall be liable, cannot be regarded as part of the contract.—*Allen & Gilbert R. Co. v. Canadian Pacific Ry. Co.*, Supreme Court of Washington. 84 Pac. 620.

**Filing Claim for Damage.**—Any form of statement which shows the nature of a claim against a carrier for loss of freight, the amount of the loss, and in whose behalf presented, is sufficient, without proof of its validity, in an action to recover a penalty under 24 St. at Large, p. 81, for failure of carrier to pay or refuse to pay damages for loss of freight in a specified time.—*Hawes v. Southern Ry. Co.*, Supreme Court of South Carolina. 353 S. E. 285.

**Combinations by Grain Dealers.**—Rule applied, and held, that the acts of 1887 (Sess. Laws 1887, p. 675, c. 114) and 1897 (Sess. Laws 1897, p. 352, c. 80), prohibiting combinations by grain dealers and others to fix the price of grain, etc., do not except such dealers from the operation of the later general anti-trust acts of 1897 (Sess. Laws 1897, p. 347, c. 79) and 1905 (Sess. Laws 1905, p. 636, c. 162), applying to all illegal combinations to fix prices, etc.—*State v. Omaha Elevator Co.*, Supreme Court of Nebraska. 106 N. W. 979.

**Arbitrators' Delay.**—Where the parties to an arbitration agreed that the award should be made in writing, signed by the arbitrators or a majority of them, and filed within 30 days after the agreement was filed with the superior court clerk, an award filed after such 30 days was void, though it was not essential to the validity of the arbitration agreement that it should limit the time for the filing of the award, as provided by Code Civ. Proc., Sec. 1283.—*Abrams v. Brennan*, Court of Appeals, First District, California. 84 Pac. 363.

**Inspection Only for Public Warehouses.**—Act March 9, 1893 (Acts 1893, p. 182; Rev. St. 1899, Secs. 7676-7680), which amends Rev. St. 1889, c. 87, art. 3, providing for state grain inspection, by providing for official weighmasters and weighing where state grain inspection may be established, does not extend the official grain inspection to grain which does not go into or come out of public warehouses, though the act indicates that the Legislature supposed that it already extended to such grain.—*State v. Goffe*, Supreme Court of Missouri. 91 S. W. 486.

**Arbitration Based on Law and Equity.**—Where articles of submission to arbitrators contain no provision for a review by the courts, or for the reference of legal questions to some other tribunal than the arbitrators, the fact that they provide that the arbitrators' decision shall be based upon competent evidence, and be according to law and equity, does not render the submission special, in such sense as to justify a court in setting aside the award for errors of law.—*White Star Min. Co. v. Hultberg*, Supreme Court of Illinois. 77 N. E. 327.

**Submission to Arbitration.**—Where, in an action on an award of arbitrators, the petition alleged that the agreement to submit to arbitration was entered into by defendant or his agent, and the evidence of plaintiff showed that defendant was represented in the matter by an agent, and defendant's testimony showed that he never authorized any one to represent him, the court was required to charge that defendant was bound, if he or his agent agreed to

the submission.—*Houston Saengerbund v. Dunn*, Court of Civil Appeals of Texas. 92 S. W. 429.

**Carrier's Duty to Furnish Cars.**—When applied to interstate shipments, the provision of Tex. Rev. Stat., arts. 4497-4500, as amended by Acts 1892, p. 67, which penalizes the failure of a railway company to furnish cars to a shipper within a certain number of days after the latter's requisition in writing in the sum of \$25 per day for each car not so furnished, and admits of no excuse except such as arises from "strikes" or other public calamity, is an unconstitutional regulation of interstate commerce.—*Houston & T. C. R. Co. v. Mayes*, Supreme Court of the United States. 26 Sup. Ct. Rep. 491.

**Unprecedented Demand for Cars.**—Kirby's Dig., Sec. 6804, making it unlawful for carriers to make any preference in furnishing cars, and requiring them to furnish without discrimination sufficient facilities for the carriage of freight, is but declaratory of the common law, making it the duty of carriers to furnish facilities for the transportation of freight offered in the regular course of business, but without requiring them to furnish facilities for an unprecedented rush of business, and a carrier unable to furnish cars for all shippers, by reason of an unexpected rush of business, must furnish such cars as it has to all shippers, without discrimination.—*St. Louis Southwestern Ry. Co. v. Clay Gin Co.*, Supreme Court of Arkansas. 92 S. W. 531.

**Recovery of Money Lost in Futures.**—Irrespective of whether a purely speculative transaction in cotton is a "gaming" contract, within the meaning of Civ. Code 1895, Sec. 3671, inasmuch as the General Assembly permits one paying a license tax to engage in the business of buying and selling "futures," he cannot be subjected to the penalty imposed by that section, which declares that "money or property delivered up upon" a gaming consideration "may be recovered back from the winner by the loser, if he shall sue for the same in six months after the loss," or, if he shall fail to bring suit within that period, "by any person, at any time within four years (thereafter), for the joint use of himself and the educational fund of the county."—*Miller & Co. v. Shropshire*, Supreme Court of Georgia. 53 S. E. 335.

**Discrimination in Car Supply.**—On the issue whether a carrier discriminated against plaintiff and in favor of a rival shipper, the evidence showed that the shippers were given substantially the same facilities for transportation; that in one month plaintiff was given five cars and the rival shipper six; that in another month plaintiff received ten cars, while the rival shipper received seven; that in another month each received seventeen cars. It was also shown that from the 3d to the 10th of the last month the plaintiff received only three cars, while his rival received six. Held insufficient to show a discrimination in violation of Kirby's Dig., Sec. 6804, making it the duty of carriers to furnish without discrimination facilities for the transportation of freight.—*St. Louis Southwestern Ry. Co. v. Clay Gin Co.*, Supreme Court of Arkansas. 92 S. W. 531.

**Negotiability of Bs/L.**—Certain Bs/L provided that every service should be subject to all the conditions written and printed thereon, which were agreed to by the shipper as owner or agent for the owner; that if the word "order" be written immediately before or after the name of the party to whose order the property is consigned, a surrender of the bills should be required before delivery; and that no alteration should be valid unless made or assented to by the carrier's agent. The bills provide that the goods should be delivered to the consignee's order, and the words "Not negotiable" were printed across the face thereof. Held, that under Code Pub. Gen. Laws, art. 14, sec. 1, providing that bills of lading are negotiable, unless provided in express terms to the contrary on the face thereof, such bills were non-negotiable, and a transfer thereof operated only to transfer title to the goods subject



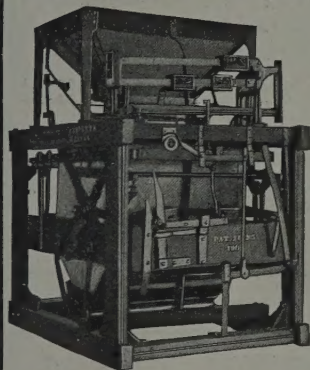
to existing equities between the parties.—*Merchants Bank v. Baltimore, C. & R. Steamboat Co. Court of Appeals of Maryland, 63 Atl. 108.*

**Waiver of Shipping Conditions.**—Under a contract for the sale of 10 car loads of flour, the seller agreed to ship the same in November, but only shipped three car loads during that month, and six car loads during December, and one in January, and sued to recover damages by the refusal of the buyers to accept the December and January shipments. There was evidence that the agent of the buyers, in November, requested the agent of the seller to ascertain if it would suit his principal to have the flour distributed through December, and, on the seller's agent consenting to find out, requested him to "string it along through December." Thereafter, the buyers' agent asked if the seller had been written to as to such shipment, to which the seller's agent replied that he thought

he had. The shipments were actually strung along as suggested and an invoice was sent to the buyers as each car was shipped and draft drawn for the price and they were informed of the arrival of the cars. Held to support a finding that the provision of the contract requiring delivery in November had been waived as to the December shipments, where the invoices were retained by the buyers and no intention to reject the goods was shown until the middle of January.—*Birkett v. Nichols. Court of Appeals of New York, 77 N. E. 374.*

The free alcohol bill is to go into effect January, 1907.

When in a hurry to get to the poorhouse take the road that leads through the bucket-shop and passes the race-track.—*Saturday Evening Post.*



## AUTOMATIC SCALES

For weighing grain into cars, bins or sacks.

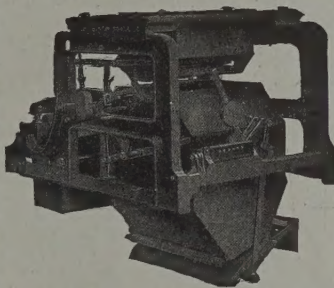
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There is no mystery about it—no hidden parts, everything in plain view, including the grain.

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Its simplicity must attract you.  
It is made entirely of steel and iron.  
It doesn't require an expert to operate it.  
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*The operator turns on the Grain, the Meter does the Weighing*

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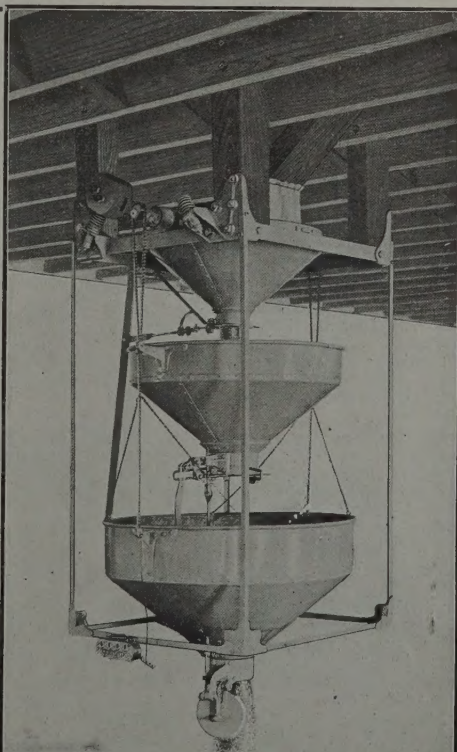
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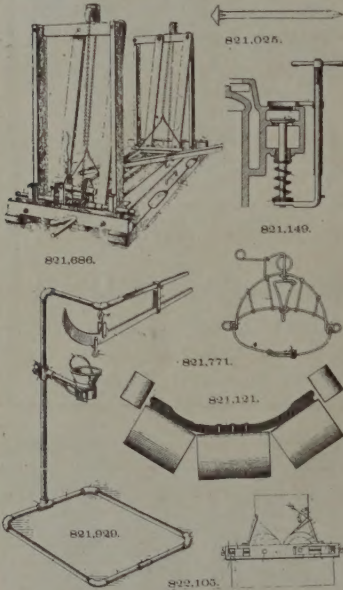
Carbureter, No. 821,081. Patrick H. Brennan, Syracuse, N. Y.

Explosive Engine. No. 821,370. James M. Morrison, Sioux City, Ia.

Gas and Steam Engine. No. 821,373. Henry B. Nicodemus, Allegheny, Pa.

Relief for Explosive Engines. No. 821,410. Peter P. G. Hall, Jr., Philadelphia, Pa.

Muffler. No. 821,828. Lucius J. Phelps, Stoneham, Mass., assignor to Shawmut Motor Co., Boston.



Lubricating Device for Internal Combustion Engines. No. 821,025. Geo. J. Altham, Swansea, Mass.

Internal Combustion Engine. No. 822,172. Solon B. Welcome, Los Angeles, Cal., assignor to Western Iron Works.

Bag Holder. No. 821,929. (See cut.) Geo. E. Dawson, Clare, Mich. A base carries an upright from which projects a tubular arm holding a socket with a funnel-shaped head. The bag is clamped to the head, above which is suspended a scale beam.

Nail for Securing Corrugated Iron. No. 821,025. (See cut.) Joseph B. Davies, Malvern, Victoria, Australia. The nail has an exposed hard solid head and spurs formed about the shank, and a soft metal bearing part extending under the head and held in place by the spurs.

Valve Remover. No. 821,149. (See cut.) Gaston J. E. Alphandery, Chaumont, France. This device is designed to facilitate the removal of valves from the valve boxes of explosive motors, and consists of a bent rod slotted at its lower extremity, a slidable tube on the rod, an arm and a nut.

Bag Holder. No. 821,771. (See cut.) Isaac H. Weaver, Toledo, O., assignor of 1/2 to Frank Powell, Toledo. The holder is composed of a frame having a

hoop with overlapping ends adapted to slide one upon the other, in combination with an open swivel and a lever connected to turn the swivel.

Cockle Separator. No. 822,105. (See cut.) John A. Eklund, Verndale, Minn. An adhesive roller is mounted between bars in the slots of which is a brush-holder, and a second adhesive roller is mounted in blocks adjusted by screws, the grain being fed thru a hopper, the discharge from which is controlled by slide and lever.

Portable Wagon Dump. No. 821,686. (See cut.) John F. White, Bloomington, Ill., assignor to Portable Wagon Dump & Elevator Co., of Bloomington. Carrying wheels are movably secured to a frame resting normally on the ground. The forward end of the wagon is raised by an elevator raised by a drum shaft driven by gearing, the chains from drum to elevator running over pulleys.

Conveyor Belt. No. 821,121. (See cut.) Geo. C. Plummer, Philadelphia, Pa. A plurality of sheets are secured together along their central portions and disconnected from but contacting with each other between their central portions and edges. The side portions are each composed of a plurality of sheets restrained from relative longitudinal movement, but capable of independent lateral movement.

## Grain Carriers

Milwaukee harbor is to be improved by the widening of Kinnickinnic river.

The American Shippers Ass'n is working against the initial carrier amendment to the B/L bill.

The amended car service rules of the Arkansas Railroad Commission will go into effect Aug. 5.

A branch of the Great Northern has been surveyed from Dewey Lake, Minn., 78 miles to International Falls.

The steamer Pellett, with 70,000 bus. of wheat, ran aground recently in the Cardinal Canal near Ogdensburg, N. Y.

Rates on export grain, ex-lake, which were in effect to May 21, have been continued to June 30 by the Boston & Maine Railroad.

McVillie and Tolna are two of the four new towns on the Aneta, N. D., extension of the Great Northern, to be completed this summer.

The wheat-laden steamer Midland Queen ran aground at Port Colborne May 26. By lightening 10,000 bus. the boat was released, and proceeded to Kingston.

The Lake Carriers Ass'n has agreed with the Grain Scoopers Union to pay \$2.12 per 1,000 bus. for shoveling grain at Buffalo, with \$1 extra per 1,000 Saturday night.

The enlarged Erie Canal is expected to be in operation by the fall of 1910. The widening of the locks to 45 ft. will permit the passage of barges of 2,000 tons capacity.

Port Arthur, Tex., will become a port of entry, under the bill approved May 28 by the house committee of ways and means, accepting the tidewater canal of the Kansas City Southern Railway.

The grain steamer Wacondah broke thru a lock in the Lachine Canal, close to Montreal harbor, May 31. Serious damage from the rush of water was prevented by the rising of a stop gate from the bottom of the canal.

The western extension of the Minneapolis & St. Louis, known as the Minnesota, Dakota & Pacific, will run northwest from Watertown across Codington and Clark counties to Conde and thru Mellette, Northville and Cresbard to Hogan, on the northern boundary of Potter county, then northwest to Lebeau on the Missouri river. A branch will be built from Conde northward to Leola in McPherson county.

### Grain Shippers Mutual Fire Insurance Association of IDA GROVE, IA.

Risks in Force, Fire and Lightning.....	\$5,450,000
Risks in force, Tornado.....	1,010,000
Admitted Ledger Assets.....	\$16,478.39
Six Months' Assessment in course of collection, over.....	25,000.00
Total Amount Assets Available for the payment of losses.....	\$41,478.39

Fire and Lightning Cost for Current Year Only 80 per cent of the rate.

Tornado Cost for Past Five Years Only 50 per cent of the Rate.

F. D. BABCOCK, Secy.

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MUTUAL FIRE INSURANCE CO.

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Assets ..... \$1,800,000  
Losses paid..... 1,500,000  
Net cash assets..... 328,000

## Millers Mutual Fire Insurance Association of Illinois, Alton, Ill.

Saved its members 55% of their rate of insurance last year, and added \$64,434.82 to its surplus. Are you one of their members? If not, you had better try them this year, and secure good insurance on your mill, elevator, grain warehouse or stock contained therein, and reduce your expense account.

Insurance in force.....\$8,987,642.00  
Face value of notes..... 1,328,540.52  
CASH ASSETS..... 273,728.37

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